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ODUCER

AMERICAN CATTLE PRODUCER

ma Rankin, Librarian,
School of Forestry
University of Mich.
ANN ARBOR, MICHIGAN

MAR 1 1944



NEW HORIZONS

THE NATIONAL LIVESTOCK MONTHLY

FEBRUARY 1945

THE STANDARD MEASURE



OF PROTEIN PERFORMANCE

Proved performance, for generations of feeding on the range, in the feed lot and on the dairy farm, has made Cottonseed Meal and Cake the STANDARD by which feeders measure Protein Concentrates.

The supply is limited these days and therefore hard to get. You want it! We want you to have it!

We're trying hard and look forward to the time when cotton oil mills can again supply all you need.

Mail coupon today for your
Free copy of 1945 Feeding
Practices "Livestock Guard
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Texas Cattleman Tells How He Beat **BOTH DROUTH and PROTEIN SHORTAGE**

Here is another report from one of the thousands of ranchmen who have proved with their own experience that MoorMan's Range Minerals for cattle tells the story in his own words:

make them money and solve a lot of feeding problems, even under the most difficult of feeding conditions. Charles M. Webb of Wheeler county, Texas,

"In spite of the drouth that we had in this part of the state in 1943, and the difficulty we had getting adequate amounts of protein feeds in the early part of last winter, these 2-year-old steers weighed well over 900 pounds on September 1, 1944.

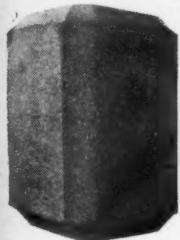
"These steers were caked on grass in the winter of '43, and grassed through the summer of '44. But they had MoorMan's Minerals before them throughout their lives.

"I also handle cows and calves, raising my own cows, and I find that MoorMan's has improved my calf crop as well as weight since I have been using it. I would not be without MoorMan's for either a few or a lot of cattle."

This is another of the ads which are written by the people who actually feed MoorMan's after long experience and close observation. A year ago, when the cake shortage was at its worst, a lot of successful cattle raisers started feeding MoorMan's Complete Minerals because they didn't want to short their herds two ways. These feeders, too, are now

numbered among the thousands who keep on feeding MoorMan's Minerals year after year because they have learned from their own experience, with their own herds, that it pays. To find out how you, too, can start getting these same good results right away, ask your Moorman dealer. Or clip the coupon.

MoorMan's Minerals for Range Cattle are tailor-made to supply all the minerals cattle are known to need, and in which your section is deficient. Available in 50-pound blocks as well as powdered form, this complete mineral costs no more in blocks. In this time of manpower shortage, lots of cattlemen simply set out the blocks near their watering places. It's as easy as that!



MoorMan's

MINERAL FEEDS
Dept. B-103, Quincy, Ill.

Moorman Mfg. Co.
Dept. B-103, Quincy, Ill.

Without obligation to me, please send full information about feeding MoorMan's Range Minerals to Cattle on Range, the Easy, Profitable Way.

Name.....

Address or R.F.D.....

County.....

State.....

for 2nd Straight Year Ful-O-Pep Fed Stock Wins
Both GRAND CHAMPIONS
at Chicago Fat Stock Show
plus 6 Other Major Carlot Awards!



GRAND CHAMPION CARLOT of cattle at the 1944 Chicago Fat Stock Show, owned by Karl Hoffman, Ida Grove, Iowa and Robert Storz of Omaha, Nebr. Fed on a ration of corn, oats and Ful-O-Pep 32% Cattle Supplement. This is the second straight year that a Ful-O-Pep fed load owned by Hoffman and Storz has won the Grand Championship.

GRAND CHAMPION CARLOT of hogs at the 1944 Chicago Fat Stock Show, owned by George E. Hoffman and Son, Ida Grove, Iowa. Fed a ration of hulled oats and ground corn, along with Ful-O-Pep Pig Starter and Ful-O-Pep Hog Feed Concentrate. Farrowed from Ful-O-Pep fed sows. Hoffman's 1943 Grand Championship Carlot was also fed on Ful-O-Pep.



Other Ful-O-Pep Fed Winners at Chicago Include

FIRST PRIZE CARLOT of Herefords in the medium weight division of the Carlot Show, also owned by Karl Hoffman and Robert Storz.

SECOND PRIZE CARLOT of Herefords in the medium weight division of the Carlot Show, owned by Carl Lippold, Le Claire, Iowa.

SECOND PRIZE CARLOT of Herefords in the light weight division of the Carlot Show, also owned by Carl Lippold, of Le Claire, Iowa.

FIRST PRIZE CARLOT of hogs in the light weight division of the Carlot Show, owned by Karl and George Hoffman, Ida Grove, Ia.

FIRST PRIZE CARLOT of hogs in the heavy weight division over all breeds at the Carlot Show, owned by W. W. O'Bryan, Hiattville, Kans.

SECOND PRIZE CARLOT of Herefords in the heavy weight division of the Carlot Show, also owned by Carl Lippold, Le Claire, Iowa.

Like many other successful livestock raisers, you too may benefit from feeding vitamin-rich Ful-O-Pep Feeds. Every carload winner listed on this page was fed a ration that included Ful-O-Pep Feeds. So join the ever-increasing group of outstanding livestock raisers who are switching to Ful-O-Pep to give them championship results in the feedlot and in the showring. See your Ful-O-Pep dealer today for more information.

THE QUAKER OATS COMPANY, CHICAGO 4, ILL.



LETTERS

WELCOMES SNOW

Good rains and warm days in most of November, December and this month have brought up green feed hereabouts. A snow storm on Jan. 20—which quickly melts at elevations around 2,500 ft. but keeps the mountains white for 2 to 5 days—is even better moisture than rains for the range country. Down here we may or may not have one snowstorm one winter out of five or six. When I first went to Denver and other parts of Colorado in April, 1878, Denver claimed 20,000 population. Over a period of 67 years I have seen western territories become states and the West grow and prosper.—THEODORE B. JONES, Maricopa County, Ariz.

LIKES BOOKKEEPING BOOK

Please send me four of the bookkeeping books which you sell. I have been using these books for the past four years and like them fine.—WM. E. O'LOUGHLIN & SONS, Roberts County, Tex.

(The new capital gains ruling on breeding stock makes it additionally necessary that the stockman keep complete records of his operations. The bookkeeping books above referred to should serve his purpose in this connection; they are obtainable from the offices of the American National Live Stock Association, 515 Cooper Bldg., Denver 2, Colo., at a price of \$2.50.—Ed.)

DROUGHT SERIOUS

I very much regret to say that seasonal conditions in Australia are far from satisfactory. Fully one-third, or 1,000,000 square miles, of this Commonwealth is under serious drought

(Continued on Page 54)

AMERICAN CATTLE PRODUCER

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515 COOPER BUILDING, DENVER 2, COLO.

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 Executive Secretary—F. E. MOLLIN, Denver, Colo.
 Traffic Manager—CHARLES E. BLAINE, Phoenix, Ariz.
 Assistant Traffic Manager—CALVIN L. BLAINE, Phoenix, Ariz.

AMERICAN CATTLE PRODUCER

Cattlemen's Resolutions

OBSTACLES and problems facing the livestock industry—both the kinds that are man-made and those that may be expected as the natural outgrowth of a war—were thoroughly thrashed out at the 48th annual convention of the American National Live Stock Association held in Denver, Jan. 11-13.

Representatives from the 18 western states, after critical scrutiny of the beef cattle situations, emergency and post-war, directed their resolutions toward an endeavor to iron out, in so far as possible, the major difficulties; they—

Pledged to continue "our utmost efforts" to supply beef for the armed forces and the civilian population.

Declared the initiation and growth of the meat subsidy program constitute a grave threat to the producer and feeder. They urged that as soon as possible the beef ceilings be set on a basis commensurate with prices feeders and producers will receive Jan. 29, 1945, under the amended Vinson cattle stabilization order.

Strongly urged removal of the new Vinson ceiling order on live cattle and protested against rolling the price back on July 2, 1945. Grave danger, it was said, is that this policy, once established, will be extended and bring more confusion into livestock trading circles.

Opposed the proposed trebling of grazing fees on public lands. Such an advance, it was maintained, would "disturb the status quo under the President's 'hold-the-line' order."

Asked Congress to eliminate so far as possible the agencies of government not necessary to the prosecution of the war and essentials of government. Among agencies unnecessary, the cattlemen said, were the "proposed farm census and the AAA. These we know we can do without."

Called for continuation of the National Live Stock Tax Committee which has worked for clarification of livestock income tax regulations.

Requested the BAI to issue regulations covering the interstate movement of cattle, particularly those vaccinated for Bang's disease.

Urged reintroduction of legislation to restore the Jackson Hole monument to its original status and favored restoration to Congress of the power to set aside areas for monuments and parks.

Demanded continuation of the sanitary embargo against importations of meat supplies from countries having foot-and-mouth disease.

Recommended a protective tariff "fully to protect our domestic American economy."

Favored uniform rules of practice and procedure for government bureaus which have infringed on the rights of the people by arbitrary action.

Suggested, in the "interest of agriculture and in-

dustry and the rank and file of the labor unions themselves" and the public, a study, "in conjunction with some groups of labor, of ways and means of passing laws that would remedy the evil effects of (undemocratic) practices and require labor to assume responsibilities commensurate with the privileges granted it in the last few years."

Favored uniform brand inspection regulations among the various states and asked that "in states maintaining inspection where a fee is charged on out-of-state cattle, return-copies of the inspection be sent to the proper authorities of the state of origin."

Protested against the policy of carriers in settling right of way loss and injury claims on a 50 per cent basis and urged settlements on the merits of the individual claim.

Objected to duplication in bureaus controlling meat and meat prices and asked for a one-agency control headed by "someone who has first-hand knowledge of ranch and farm problems."

Favored legislation "providing for the elimination of cuts in grazing preferences on the national forests for distribution and the elimination of cuts when transfers of grazing preferences are made and providing for a legal status for national advisory boards."

Asked the WFA, the WMC and the Secretary of War to co-operate in giving the meat industry a higher labor priority to alleviate manpower shortage in packing plants.

Urged the re-transfer to the BAI of the meat inspection service.

Opposed proposed changes to extend the 28-36 hour law to a greater number of hours and to embrace transportation by motor vehicles. The resolutions explained that transportation of livestock by motor carriers so far has been limited to distances generally traversed in less than 28 hours.

Favored "necessary steps" by the Forest Service in range improvement projects for increased beef production in "community areas of the national forest reserve used by small permittees in which it is necessary that improvements and development work be done to maintain and increase production."

Asked that state game departments, the Forest and Grazing Services, sportsmen and stockmen cooperate to attain (1) control of game herds similar to that used for domestic livestock so that surplus game may be removed and (2) the "maintenance of our herds of domestic livestock in order that taxable values may be preserved and means of livelihood of our citizens retained."

Commended Congress for its action in authorizing continuance of the Mexican national labor program and urged appropriation of funds for its continuance through next year's harvest.

Commended the National Live Stock and Meat Board for its services to the industry.



Production, Numbers, Regulations Hold Top Spot as Cattlemen Meet

THE LIVESTOCK INDUSTRY FINDS itself in a comparatively better position today than when it faced similar problems in the last war. This is partly due to physical circumstances surrounding the industry but in greater measure than ever before due to better organization as shown in the concerted action toward heavier and more even marketing of cattle.

Thus the outlook for the future in the all-important matter of cattle numbers was good, as viewed by cattlemen at the 48th annual convention of the American National Live Stock Association in Denver Jan. 11-13.

Another note on the favorable side was general agreement that demand for meat would surely hold strong through the coming year and probably for a year following that. The two forces—heavier marketing to accelerate the cyclical movement downward in numbers and the probable continued sharp demand—made for important assets for the industry.

But on the other side were seen the opposing forces of higher operating costs and increasing, disturbing government edicts. But the stockmen in their first resolution pledged their "utmost efforts to supply our armed forces and our civilian population with that essential food commodity, beef."

Still another encouraging sign that future problems may more readily be met was seen in the resolution suggesting a closer working agreement with other segments of the meat industry, particularly packers and retailers, to the mutual advantage of each and the nation. The American National became fully aware of the value of such cooper-

ation last year when marketings of heavy runs of grass-fat animals first presented a bad problem and then came through the season in remarkably good order. A committee of producers, packers and retailers turned the trick.

This activity was termed by Executive Secretary F. E. Mollin as the most important action taken by the association during 1944. Utility beef loomed in big supply; consumers were not accustomed to the product and needed instruction in its preparation. But success of the utility beef program would have been impossible without the wholehearted cooperation of the members of the committee.

Ceilings Are Unsound

The new \$18 ceiling on live cattle, announced only a day or two before the opening of the convention, was viewed with a feeling that although unsound in

principle it probably would have to be accepted anyway. Stockmen were perfectly willing to cooperate under controls that would promote meat production, but in a resolution they said that "there is grave danger that this policy, once established, will be extended and will bring confusion into livestock trading circles." They also insisted that subsidies are wrong, that control should be a one-agency affair headed by someone who knows about ranching and that bureaucratic power should stay within the confines of congressional regulation.

In an address of welcome to the stockmen, Frank Fehling, Natrop, Colo., president of the Colorado Stock Growers' and Feeders' Association, complimented the cattlemen on their fine job of production. He said "our toughest problems are those originating in Washington." And said Colorado's Governor John C. Vivian: "I have said before and I repeat with



American National President A. D. Brownfield, Deming, N. M.; Vice-President William B. Wright, Deeth, Nev.; and Executive Secretary F. E. Mollin, Denver.

emphasis that the only thing that will deter us from going forward as a great agricultural state and as a great stock raising state is too much interference and meddling from the outside." Bruce Brockett, Rimrock, Ariz., said in his response that "this is the finest country in the world, despite the mismanagement that is going on by a lot of bureaucrats."

So the stockmen are thinking of the days when they can get away from government regulation. In this vein, President A. D. Brownfield, Deming, N. M., spoke about easing out of the subsidy into normal price relationship in such a way that the amount of the subsidy would not in one whack be knocked off the price of cattle; about getting off the price control to normalcy by a gradual process. President Brownfield did not hold out much hope for a big world trade after the war; he was skeptical about the government-take-surpluses theory "for the reason that whenever the government is placed in position to remove surpluses it becomes imperative sooner or later as these surpluses mount that steps be taken to control production and thus innocently we yield to completely regulated economy."

In Secretary Mollin's report, the listeners were told that this year's cattle population probably would be down a little more than 2,000,000 head from last year's—largely due to the abundant calf slaughter of 1944. This, together with the fine performance in the utility beef program and the even spread-out in all marketing were events that made possible the grand production performance in the cattle business and that meant help for the future, he said.

Cooperation Solves Problems

Once more the suggestion of cooperation among the various branches of the country's meat industry was brought out, this time in the talk of H. R. Davison, vice-president of the American Meat Institute. He urged a permanent committee to work on problems that are bound to arise. He was confident of success of such a committee. He cited as war-taught lessons in the merchandising of beef the increase in the fabrication of beef cuts and the "tremendous increase" in the manufacture of hamburger. These lessons he thought would result in increased demand for beef. He said that last year about a third of the meat in regular commercial channels went to the armed forces and lend-lease.

It was good to hear in the address of Dr. Eric Englund, chief agricultural economist in the office of foreign agricultural relations of the Department of Agriculture that this sorrowing world

AT THE MIKE

Several convention speakers in action: Gov. John C. Vivian of Colorado; Association President A. D. Brownfield; Secretary F. E. Mollin; J. Elmer Brock, Kaycee, Wyo.



is not so badly off in the way of food supplies in an over-all sense. Want there has been of course, but largely has it been localized to those areas where war has disrupted distribution. A detailed story of the wartime changes in food production in all parts of the world was given in Dr. Englund's talk. Later in the session a round-table discussion led by Harry Terrell, Des Moines, Ia., Western Policy Committee and participated in by Elmer J. Brock, Kaycee, Wyo.; Dr. Englund; Frank S. Boice, Sonoita, Ariz., and Dr. Ben M. Cherrington, chancellor of the Denver University, on the subject of world trade brought forth pros and cons on the tariff.

Numbers Should Come Down

In the matter of marketing livestock, on which also was held a round-table discussion, sentiment of producers was overwhelmingly in favor of such action as would continue to promote the orderly reduction of cattle numbers to a safer level. Discussion of the subject by a panel led by C. J. Abbott, Hyannis, Neb., and including H. W. Farr, Greeley, Colo., Holman Cartwright, president of the Texas and Southwestern Cattle Raisers' Association; Don Collins, Kit Carson, Colo.; and Ed N. Wendworth, of Armour and Co., brought forth much detailed information on cattle numbers and the extent of last year's marketing. Many members from the audience reported on conditions in their respective localities.

Rounding out the program were talks by A. W. Cook, supervisor of the Denver district of the Weather Bureau, on the livestock warning service of the Weather Bureau; Col. Rohland A. Isker, Washington, D. C., office of the quartermaster general, on developments in army meat products; R. E. Nagler, Chicago, vice-president of Freezer Foods, Inc., on merchandising of frozen meat; Wayland Hopley, Atlantic, Ia., on feeder cattle; and Chas. Madrid, Las Cruces, N. M., Indian philosopher, on "Americanism."

This was the first American National convention in many a year at which Charles E. Collins was not seen. This fine, friendly cattleman, missed by all, died last March. Mr. Brock, a past president of the association, delivered an address to his memory.

A. D. Brownfield, Deming, N. M., was re-elected for a second term as president and Wm. B. Wright, Deeth, Nev., as first vice-president. John Arnold, Birney, Mont., was renamed second vice-president. Other second vice-presidents elected were: Thomas F. Arnold, Nenzel, Neb.; C. W. Floyd, Sedan, Kan.; R. J. Hawes, Boise, Ida., and J. M. Reynolds, Fort Worth, Tex. F. E. Mollin of Denver was renamed executive secretary and Charles E. Blaine and Calvin L. Blaine, Phoenix, Ariz., traffic managers.

In the following pages of this issue are printed addresses and other recitals made at the convention. More will follow in the succeeding issues.

President Brownfield's Annual Address

OUR INDUSTRY HAS NOW COMPLETED three years of production under war conditions which have brought with them innumerable regulations and controls. The controls have been designed to aid production and distribution of industrial and agricultural commodities so that demand for such commodities by the government could be fully supplied in order better to prosecute the war.

The productive strength of our farms and ranches has been taxed to the utmost. With each successive Selective Service call manpower has become a little more scarce. With increased intensity of the war, transportation has become more congested, and supplies and materials of all kinds have become less plentiful. The knowledge of this inevitable condition at the outset made it necessary for the government to fix goals and offer proper inducements to have them met. Patriotism was the greatest stimulant in the beginning, and the volume of both industrial and agricultural production has far surpassed the imagination. It was only natural for surpluses to be produced in some fields and for shortages to occur in others, for no one has yet been able to visualize the uncertainties and unpredictable hazards confronting productive action. Even if the extent of this undertaking is measured only by the standard of living, which has not been lowered, we may readily conclude that a good job has been done.

The standard of living, however, is not the whole and complete measure for a successful production program. Continuing demands on manpower by our armed forces and an equally high demand on agriculture for plentiful food supplies have had to be faced and, with this, inequities in regulations under which some manufacturing industries received a guarantee of income and some agricultural commodities a support price. The emphasis for obtaining production has been placed largely upon a profit margin basis, which, after all, is the only sure way in times of emergency to get production. Profit has a place in the war effort, and to meet the goals set for our industry last year your officers were kept busy, along with representatives of other segments of the industry, in an effort to smooth out obstacles in the stabilization program so that the profit incentive to produce could fairly operate.

Production Plant Still Big

The marketing goal of 33,800,000 head of cattle for last year was exceeded, and one of 35,000,000 head has been set for this year. The concern we had at our last annual meeting over having too

many cattle in relation to normal use of feed supplies has been relieved somewhat. The best figures available now show around 6,000,000 head slaughtered in 1944 above any previous record, and about 80,000,000 on hand as of Jan. 1, 1945. This reduction in numbers is sound. With the increased marketing goal referred to above it does not mean that there will be a reduction in beef tonnage. Instead, with improved feed conditions and less restrictive government regulations, we can materially increase the production this year.

The increased number of cattle slaughtered last year helped provide the maximum amount of beef possible, and the reduced numbers make it easier to adjust to a peacetime economy. War production takes top priority until victory is achieved, and to this I am sure we will pledge our unstinted support.

It is significant, from the meat tonnage standpoint, how all factors affecting production and marketing placed the industry in the position just referred to. Several factors contributed to this: Generally favorable weather conditions throughout most of the western states, making it possible for grass-fattened cattle to start moving to market much earlier than usual; uneasiness on the part of both the feeder and grower over what the government might do in changing regulations affecting live animal and meat prices, and prices on feed and concentrates. A similar condition existed in 1943, and this made the feeders reluctant to enter into early early contracts, so the growers the past year began marketing calves freely and as soon as they were ready. In addition, veal was point-free, causing consumers to

take it as soon as offered and thus affording a ready market for all the slaughterers could lay hands on.

There was a small carryover of feed and an increased demand for corn by the government, causing the Corn Belt feeder to shift to short-turn cattle and to a generally earlier marketing program than normally. Drought conditions in California in the early summer and a like condition down in the southeastern Corn Belt and southern states accelerated heavy marketing.

This heavy marketing continued throughout the fall, and yet there is a meat shortage—partly due to increased volume taken by the armed forces and for lend-lease, and partly due to a stimulated appetite on the part of all civilians because of increased purchasing power. The annual production of all meat has been stepped up from about 18 billion pounds prior to the war to almost 25 billion pounds the past year. This enormous production has gone almost unnoticed and the meat hungry public is inclined to blame the producers when it cannot get what it wants. Our accomplishments should receive more publicity if for no other reason than to counteract such unfavorable publicity as the industry received from the butchers' strike in mid-December in New York, Buffalo and Pittsburgh.

Industry's View of Live Ceilings

Keen competition for the short supply of the better grades of cattle by slaughterers, who are held to uniform wholesale prices; black market operations by those who set their own prices on beef, and added subsidy to non-processors, with here and there a financial failure of high-cost operators who kept constantly petitioning OPA for profit margin protection under the law, contributed to the idea by OPA's price fixing division that overriding ceiling prices on cattle were necessary if the price control system were not to break down.



Feminine contingent, seen at the registration tables: Mrs. David O. Appleton, wife of the PRODUCER'S editor, convention pinch hitter; Miss Kathryn Ryan; Mrs. Myrtle A. Black—both of the association's offices, Denver; and two members of the Denver Convention Bureau—Mrs. Ethel Shaneyfelt and Mrs. Helen Buxton.

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ODUCER

As far back as last May our industry was threatened with changes in the Vinson stabilization directive that would fix overriding ceiling prices on live cattle and impose other changes fully as objectionable as those now contained in the directive. The representatives of your organization, working with and through the Joint Livestock Committee and also working at times with packer representatives and retail and chain store organizations, fought the proposal on the ground that it was unnecessary and would ultimately lead to allocation of animals, making marketing more difficult and decreasing production.

Hearings were held by the OPA at Chicago and Kansas City late in December, attended by both Secretary Mollin and myself. At these hearings the plan of OPA to impose an over-all ceiling at Chicago of \$17.50 per hundred was detailed to the producers and feeders present. It was stated that differentials under the Chicago price would be established for the various other zones in the country. In connection with this overriding ceiling, it is proposed to expand the packers' subsidy program. It is claimed that these additional subsidies will, in effect, be the equivalent of an increase in the meat ceiling prices. Producers and feeders have long contended that the solution to the vexing problems of the industry would be to increase the wholesale and retail ceiling prices to an equitable level, thus automatically removing one of the hazards the industry will face post-war, and at the same time doing more than anything else could do to increase beef production.

The New Ceiling

Wire dispatches yesterday advise that Director Vinson has just issued an order, the highlights of which are the following:

1. Establish an over-all ceiling at Chicago of \$18 per hundred on cattle and calves effective Jan. 29, but to be reduced to \$17.50 per hundred on July 2. Differentials for the other marketing zones of the country will follow the present pattern.
2. Increase the subsidy on choice (AA) cattle from \$1 to \$2 per hundred, this also to be reduced 50 cents per hundred on July 2.
3. Increase the subsidy on good (A) cattle from \$1.45 to \$1.95 per hundred.
4. Increase the maximum price on choice (AA) cattle as specified in the original Vinson cattle stabilization order \$1 per hundred. The present range, Chicago, is \$15 to \$16. Under the new order it would be \$15 to \$17, but it is specified that both the minimum and maximum on choice (AA) cattle will be reduced July 2 50 cents per hundred so that the range then would be \$14.50 to \$16.50.
5. Increase the maximum price on good (A) cattle 50 cents per hundred so that the range at Chicago would be \$14.25 to \$15.75, instead of the present range of \$14.25 to \$15.25.



A three-shot panel showing, first, and in the usual left-to-right order, Dr. Eric Englund, branch head, agriculture department, Washington, D. C., and Prof. A. F. Vass, University of Wyoming, Laramie. Second group shows Charles Madrid, Las Cruces, N. M.; Bill Spence, Springerville, Ariz., and Traffic Manager Chas. E. Blaine, Phoenix, Ariz. Final trio—Cal Floyd, Sedan, Kan.; Secretary F. E. Mollin; Program Speaker R. E. Nagler, Chicago.



Across the page we find, in the first group, Edw. W. Wentworth, Armour & Co., Chicago; Mrs. C. J. Abbott, Hyannis, Neb.; Hubbard Russell, Maricopa, Calif. Next: a Kansas group: Geo. Anderson, Kansas City; Will J. Miller, Topeka, Kan.; C. W. Floyd, Sedan, Kan.; Olney Newman and Jess Harper of Kansas City. Third picture features the convention's honeymoon couple, Mr. and Mrs. Robert Messersmith of Alliance, Neb.

6. Make any processor who buys cattle at above the over-all price or whose average drove cost for any monthly reporting period exceeds the maximum price range subject to the penalties in the OPA act for violations of the pricing provisions of the act.

7. The order directs the WFA to authorize the OPA to establish quotas so that no slaughterer for any monthly accounting period can purchase more than a certain fixed percentage (which will vary seasonally) of AA and A cattle. This is designed to help remove the squeeze from the eastern processor who has insisted on buying nothing but AA and A cattle when there are not enough of those grades to go around. We were told at the Chicago and Kansas City conferences that the percentage of these two grades which would be permitted would probably run from 60 to 75 per cent, but, as stated above, that will vary seasonally with changing market conditions.

Thus it would seem that we will have to continue with this "subsidy substitute" for an equitable price ceiling range.

The feedlot situation is not clear. Fewer than normal numbers of stockers and feeders went out of the central markets during the first half of 1944. For the latter six months large numbers passed through these markets and also went direct from the hands of the growers. Yet there is no way of knowing how many of these cattle went into the feedlot and how many will be roughed through and put on pasture in the spring. We can make a reasonably good guess that there will be as much beef from the feedlots this year as last, and possibly a little more, and a sure guess that the supply will in no way satisfy the demand.

Federal treasury records place most of the grazing areas "in the black," with some of the grain feeding areas in a position not quite so profitable. Such circumstances are not good for a long-

time pull, and the economy of our industry is unstable and unsatisfactory so long as such conditions last. Prosperity to the grower comes from a steady demand for our product and particularly from a steady demand by the feedlot operator.

We Should Ease Out of Subsidies

The continued use of subsidy provided for in the Vinson stabilization directive is a threat to our industry. How far it should go or how far it can go without becoming a threat to the independent functioning of all agriculture is becoming a question of paramount importance. When the time comes for the removal of these subsidies much caution should be exercised, otherwise prices will go off by the amount of the subsidy. There is no need to expand at length on this question. The important thing is to reach a decision on how to meet the situation when subsidies are removed in order to avert a serious impact. Congress will have its hands full finding ways to provide money to support prices on other commodities now stipulated in the price control act. There are two ways open to us that I now see: One is by act of Congress for the gradual elimination of subsidies and the other is by administrative ruling removing them gradually as the costs of other foods come down and restoring the original price (before the rollback) on the same graduated basis. Either method would suffice, and our association's energies should be directed toward that end.

Cooperation in Moving Utility Beef

While our marketing problems were worked out reasonably satisfactorily throughout most of last year, I do not want to leave unsaid one thing that should be stressed in this connection: that genuine cooperation did the job. In midsummer it was generally recognized that the one big problem confronting the industry was the disposal of the unusually large quantities of grass-fat

cattle. This appeared to be strictly a growers' problem or the problem of those having a lower grade product to market. A meeting was called by the officers of your association in Chicago on the 26th of July, to which were invited, and to which came, representatives of the packers, feeders, growers and various retail groups for the purpose of obtaining assistance in the merchandising of this larger than normal supply of grass-fed or utility beef. Information gathered at the first meeting revealed that the utility beef problem was a real one. Due to the government's pricing and feed policies there were on feed, Aug. 1, 41 per cent fewer cattle than a year earlier, and the set-aside of beef for the armed forces and other wartime needs had increased. People everywhere were glad to share with the armed forces the top grades of beef. This made it necessary to put on a campaign to educate the properly the utility beef which the civilian consumers were to have in greater abundance. Splendid cooperation was received. The retailers demonstrated their leadership in advertising and merchandising the product. Their cooperation and work disposed of the utility beef and prevented a chaotic condition from developing at the central markets. The demand stimulated made a two-way market for this kind of cattle and prevented a disastrous headlong plunge in cattle values, throughout the fall. We may not have such demand for utility cattle by both killers and feeders after the war is over. Under the present situation feeders of top quality and prime finishers have practically been crowded out. A sound procedure for the benefit of all should be worked out. It is essential that some similar industry committee or contact be perpetuated. If so, I am confident our over-all marketing system can and will be improved upon.

Some Developments

Evolutionary and other changes are moving markets closer and closer to the

producer. Many retail and chain stores have gone into the slaughtering and processing business. Cooperatives are springing up here and there, with slaughtering houses promoting patronage dividends to the producers and other efforts to give more return to them. Direct movement to such plants has increased tremendously in late years. Decentralization of packing plants in order to get closer to the producer is being promoted. Every effort to aid the producer and get meat from the producer to the consumer as cheaply as possible is being undertaken through research. Marketing procedures should be as little handicapped and free from regimentation as possible. To this end we should check restraints under the long existing Packer Consent Decree and seek such changes as would open all channels to a free and more open marketing. The government's market news service needs to be more flexible and furnish more information as to all markets, both national and international.

Not Much Foreign Trade in Sight

There isn't too much room for enthusiasm and optimism over foreign trade. Buying power on the part of most foreign countries will be low for some time after cessation of hostilities. Standards of living and wage scales will be much lower than they are now. Imports and exports of many commodities will receive equally as much attention as, if not more, than, beef. The reduction in sheep, hogs and cattle this year has caused some concern that numbers will be reduced to a point where a sufficient supply will not be available to feed a hungry population, thus lending support to occasional agitation for a change in the tariff act to permit imports of meat products from countries infected with foot-and-mouth disease. Let no one be led into this erroneous belief.

We have reason for concern over the kind of foreign policy our government will institute after the war, for no one has figured out how to increase imports materially without affecting American producers. Our ranges and farms have ample facilities and the capacity to produce the meat required for our civilian population. The best beef market we have is our own domestic market, and by keeping the supply in balance with the demand we will lick the post-war problem and have left only the usual problems of market gluts and drought.

What to Do About Price Control

There are forces at work from every angle to hold price control. For the time being it has become a major national policy. The producers adversely affected by such control are far outnumbered by the consumers benefiting therefrom. Prudence and not politics should be used in eliminating it as quickly as possible. Control has been hard to accept by a group of free-born citizens accustomed to the wide-open spaces and building their own security in their own way. Such control has been assented to in the interest of the war effort as a benefit to our national economy, as a hedge against inflation. It is easy to say that we should dispense with price control immediately upon cessation of hostilities—place a period after the decision and go home. Yet that is not the way it is going to be done. The provision in the act passed by Congress supporting certain commodities for two years after the war will be a heavy drain on the tax-paying public, and Congress may repeal the act and thus discontinue the control. If so, we are thereby freed from further ado.

The control of prices has always been at the consumer level for our product. The disparity, if any, has been due to our system of marketing. When the government dismisses price control, we

shall then shift back to consumer control. With limited allowances of material and supplies to agriculture for the past few years, there is every good reason to believe agricultural commodities will be in ample supply long before industrial production reaches its peak. With food supplies plentiful and demand satisfied, the tendency will be for prices to work down irrespective of price control; conversely, the unsatisfied demand for industrial products will further inflate the prices for materials to be used.

It is fair to state that price control management so far has been handled more as a protection to the consumer and less for the purpose of obtaining full production. "Hold the line on inflation" has been the watchword. Stockmen would be the last group to say "Release the line" and punish low-income groups with exorbitantly high prices. Yet sound business methods dictate a small amount of inflation for the purpose of paying a war-inflated debt. We may well expect price control to be continued until supply catches up with demand and the real danger of inflation is passed; at that point we may expect it to be released gradually. Thus it becomes a matter of primary importance that our association keep such authorities as are in charge in Washington advised as to the supply status at all times for fear supply may overrun demand and bring injury to the economy of the livestock industry.

A Conference with Labor

Your attention is directed to a post-war meat plan proposed by the United Packinghouse Workers of America. Since in this plan this organization proposes increased livestock numbers in order to assure the civilian population of enough beef and meat for the post-war period, I deem it advisable to make certain explanations and recommendations in connection therewith.

Fear is expressed by these workers that because there was a sharp cut in production of pork and mutton in 1944 and an increase in marketing of cattle, severe curtailment of food is possible with the prospects of shrinking employment in this field, thus affecting the standard of living by a lowering of the purchasing power. It is reasonable to expect labor to think in this way. The nation's economy revolves around industry, agriculture and labor. Anything that adversely affects the economy of one automatically injures the other to a certain degree. If it is possible to have full employment after this war, that will be enough to create a proper demand for livestock products and keep the business on a profitable basis. We would need no better insurance. Yet to sit idly by and await developments, hoping that full employment will come, is not the way to have it. We are workers, just as those who belong to labor organizations are, only in a different field. We should accept their invitation



At the buffet supper. Looking this way is Col. E. N. Wentworth, Chicago, of Armour and Co. Next to him is C. J. Abbott, Hyannis, Neb.; then, Mrs. Abbott.

to meet and discuss mutual problems so that we may acquaint them with our reasons for not increasing numbers, for not depending too much on foreign outlets for our products, for not retaining price controls too long, and with many other proposals made by them that would have an adverse effect on our industry. What they may do to help provide full employment will also help to provide a good market for livestock. Their chief objective is full employment, a high standard of living and freedom from anxiety in getting the amount of meat necessary for proper nutritional requirements; our objective is the same standard of living and a good and continuing market for our livestock, with a high level of per capita consumption.

Keep the Wheels of Industry Going

Making jobs or seeing to it that everyone has equal opportunity to work has become another national policy. Real danger may overtake us if there is a large volume of unemployment down through the years yet to come. While private industry cannot guarantee jobs, it is most essential that the brakes of regulation by government be taken off the wheels of production just as quickly as possible in order that a free enterprise system may have the fullest opportunity to provide the millions of jobs that will be demanded in the post-war period. People are hired and put on the pay roll to help produce something

to sell, and everything that is produced must bring more than cost, including the government's take—otherwise business cannot go on. Government should not supplant private enterprise, but should support it to the extent of allowing it to keep a substantial portion of income to expand and thus absorb more labor. Only in times of great emergency should the government intervene and give such aid as may be necessary to both industry and agriculture as to keep purchasing power and consumption on a relatively high level.

Our contribution to future adjustments on this score can be by way of executing necessary improvements to our ranches when material and supplies are made available in abundance after the war.

There are many people today planning for national economic adjustments, proposing the philosophy that the government should not only underwrite and guarantee jobs but guarantee to take surplus production of industry and agriculture to sustain full employment. From a long-time point of view, there is a fine distinction to be made in the two proposals. I cannot refrain from cautioning against the surplus proposal for peacetime economic management, for the reason that whenever the government is placed in the position to remove annual surpluses it becomes imperative sooner or later as these different kinds of surpluses mount that steps be taken to control production, and thus innocently we are yielding to complete regulated economy and trading therefor our independence of action. The philosophy of all land policies in recent years has gone in this direction. Under the guise of national security, direct and indirect subsidies to agriculture have exerted a tremendous influence on the thinking of our population and tended to create the impression that such a system is fundamentally correct and should be perpetuated. I do not agree, and trust you share with me in that belief.

REPORT OF MARKETING COMMITTEE

YOUR marketing committee wishes to report that it has carefully canvassed the available data as to the cattle population and feed conditions in the several states west of the Missouri River and finds that cattle numbers in these states are considerably under those of the previous year. It is its opinion that, while the 1945 marketing goals that have been set up by the government for all of these states may be desirable in order to reduce cattle numbers or as a contribution to the war effort, they are unnecessarily severe and wholly unwarranted in some states from the standpoint of the present feed situation.

Your committee believes that cattle liquidation during the year 1944 was greater in many sections of the West than the government figures show. It wishes to call attention to the fact that there has been a very material increase in the cattle population in the Corn Belt and southeastern and eastern states. It is in these states that the government should press for liquidation.

It is the opinion of your committee that the heavy demand for beef will continue to exist until active demobilization of the army and navy gets well under way. A much greater production of good beef than is now possible under present government regulations is desired by every consumer. If purchasing power remains high and is well distributed a far greater tonnage of beef than has ever been produced in the past will be demanded. In our opinion, should adequate supplies not be available there will be great pressure from consuming centers to lower all restrictions so that the demand can be met from abroad.

A news item from Montreal, Canada, as reported in the December 30 National Provisioner, reads as follows:

"CANADA TRIUMPHS IN RECORD BEEF OUTPUT. Montreal.—Canada, which two years ago was harried by beef shortages in many cities, now counts cattle herds flourishing in

abundance, and besides supplying an enlarged home demand could ship the United Kingdom more than 100,000,000 pounds of beef in a year."

Your committee feels that there is some confusion in the minds of producers between probable demand and probable price levels. There is very little question about demand but great uncertainty as to price, many fearing that the end of the war will bring a sharp reduction in the price level, thus making production unprofitable, heavy liquidation probable and inventory losses certain.

The imposition of live cattle ceilings is, in the opinion of your committee, another regulation that in the end will bring about a further reduction in beef tonnage. Regulations that hamper the free interchange of cattle between producers and feeders tend to encourage the more profitable but slower production of beef upon the range. What is needed is an incentive to the feeder to produce a volume of beef the year round flowing steadily into the market. Present regulations practically prohibit the long feeding that must take place so that adequate supplies can be had in the late winter and early summer. We wish to remind all producers that the probabilities are that a large percentage of the production in 1945 will come to market in late summer, fall and early winter. Contrasted with Canada, OPA has failed to get production and has now further complicated the situation with live ceilings and increased subsidies.

Your committee's study of the use of subsidies indicates to it that subsidy has been used purely as a device:

1. To provide greater real wages to labor;
2. As an attempt to insure a profit to processors and handlers;
3. To provide a means which by threatened removal will provide a powerful political argument and weapon for the continuation of price control and regimentation after the war.—C. J. ABBOTT, *Chairman*.

TABLE TALK

Scenes caught at random at the buffet supper, second night of the convention. Upper left: Frank S. Boice, Sonoita, Ariz., and Wm. B. Wright, Deeth, Nev., standing in foreground. Second view at left: Albert Mitchell, Albert, N. M., left, and Frank Boice, right, occupying first seats at table. Third, left: Messrs. Merchant of Carlsbad, N. M. in first seats at right. Bottom, left, at side of table facing camera: Frank O. Horton, Buffalo, Wyo.; B. H. Heide, manager, International Livestock Exposition, Chicago; Mrs. Wm. B. Wright, and Mr. Wright.

Upper right-hand, first seats at table: left, L. B. Merchant, of Dallas; right, Lon Merchant; also facing camera: Walt Dutton, Washington, D. C., and (next to post) C. E. Favre, Ogden, Utah. Second: a group of diners in gay mood. Third: Mr. and Mrs. Thomas F. Arnold, Nenzel, Neb.; beyond, Charles Madrid. Bottom right: L. C. Montgomery of Salt Lake City, Utah, at far end of table.

AMERICAN CATTLE PRODUCER

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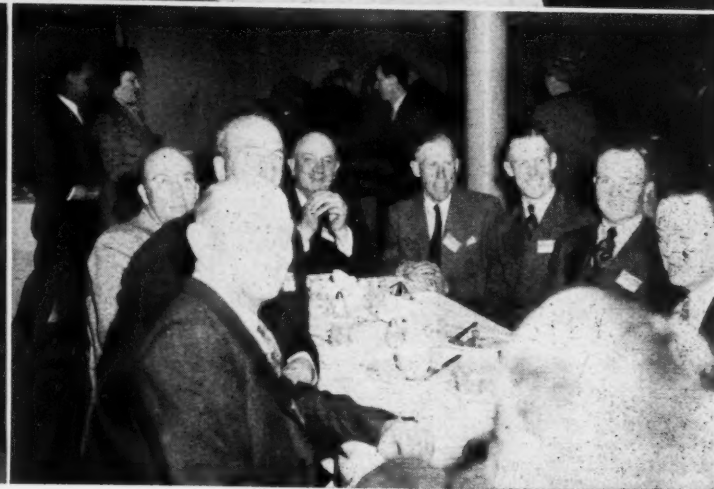
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February, 1945

Taylor Grazing Fees

Recently Director Forsling of the Taylor Grazing Service, in conference with the National Taylor Advisory Council, informed that group that the department considered the time had come for a substantial raise in Taylor grazing fees. This is contrary to previous announcements by responsible heads of the department that there would be no change in these fees for the duration. It will be remembered that some three years ago studies looking toward a permanent adjustment of this matter had been undertaken but were discontinued when the announcement of status quo for the duration was first made. It is not my purpose here to discuss the question of just what the fees should be, but certainly no decision should be made until these studies have been concluded. I think it is highly desirable that consideration should be given to establishing a fee related to the livestock price—just as has been in operation with the Forest Service for more than 10 years past. Furthermore, it is my belief that the fee should be established on a uniform basis as between the various Taylor grazing districts.

National Live Stock Tax Committee

Later in the proceedings of this meeting Chairman Frank S. Boice of the National Live Stock Tax Committee will report on the activities of that committee during the past 16 months. I wish to commend this group for the excellent job it has done to date and to express my belief that this committee should be made a permanent one in order to complete the job now before it and, in future, to protect the interests of the livestock industry in tax matters.

The past year has been a busy one for your officers. I wish to express my appreciation of the unfailing support which has been given to me by the various committees and leading men of the association throughout the western states. I would not want to tackle this job without it.

I want also to express my appreciation of the work of the traffic department under the able management of Charles E. Blaine and his son, Calvin L. Blaine; and, finally, to thank the staff of the Denver office for its being so continuously and efficiently on the job.

Ranchers OPA Committee

Formal appointment of a cattle producers' industry advisory committee has been announced by OPA. Members are: A. D. Brownfield, Deming, N. M.; Loren C. Bamert, Ione, Calif.; John Arnold, Birney, Mont.; Dolph Briscoe, Uvalde, Tex.; Herman Oliver, John Day, Ore.; Chas. Murphy, Walden, Colo.; E. Aldrich, Michigan City, Miss.; Francis Johnson, Des Moines, Ia.; Wayne Rogler, Matfield Green, Kan.; R. Van Vranken, Climax, Mich.; B. B. Brumley, McComb, Ohio; P. C. Turner, Parkton, Md.; P. E. Williams, Davenport, Fla.

F. E. MOLLIN'S REPORT

I WILL make an extemporaneous report of association activities during the past year, some of which Mr. Brownfield covered quite thoroughly. I will try to round out his report and tell a little more of some of the things which are sort of routine but which have had to be done.

The first thing I would like to do is to congratulate the stockmen of the West on what I think is one of the best jobs of marketing that has ever been done.

We were warned all through the spring and summer that we were heading for trouble; that we were going to run into the same kind of situation that bedeviled the hog market in the late winter and spring; that it was almost certain that we would have clogged markets. As a matter of fact, there were times when the markets were just about to the point where they could not absorb much larger shipments, but never did we reach the breakdown point as predicted. The thing that really saved the industry was the three-point program to which Mr. Brownfield referred briefly.

Early Marketing

The early marketing was something that we have advocated for many months. I ran onto quite a few people who told me early in the summer that it could not be done, that there was only one time when you could ship cattle and not very much could be done about the situation. But later men told me in the early summer and fall that they had been able to get two or three cars together and ship them early, and this movement, starting early, spreading receipts out over a longer period than normal, permitted this great number of cattle to be so handled that back East they were not even aware of the fact that all records for market receipts had been broken.

I was in New York City about Sept. 20 in the midst of the biggest run of cattle the country ever saw, and the meat trade men asked me when this big run was going to start.

Calf Slaughter

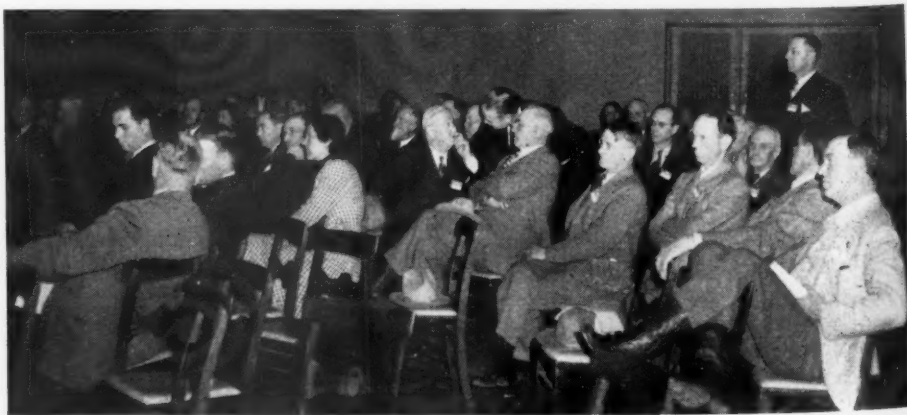
The second major factor of importance and an outstanding development of the shipping season was the tremendous calf slaughter. Millions of calves, many of them of good quality—a type that formerly went to feeders—went to the packinghouses. With veal point-free, this added tremendously to the meat supply during the time when finished cattle were at a very low ebb, and at the same time it prevented accumulation of calves in the feeder divisions of the various stockyards where they would have been a drug on the market with feeders plainly showing a preference for heavier weights. If these calves had not been marketed freely they would have piled up back on the ranges and we would not have reduced our total cattle numbers to any great extent. The latest information available indicates that total numbers may be reduced in the neighborhood of 2,000,000 head, perhaps more, and there has been fully this much increase in calf slaughter.

Utility Beef Program

The third thing of importance, that was equal or perhaps more important than even the others, was the utility beef program of which you have already heard something. The full scope of that program is not yet fully realized by the average cattle producer in this country.

I am sure that in the 16 years I have been your secretary there has never been as great an effort that anywhere near matched this one on the part of the industry. We have had beef campaigns, and have had lamb campaigns and pork campaigns, but I do not think any one of them ever had the wholehearted support of the packing industry and the retailers to the extent that we had in this program.

I do not know what Mr. Davison is going to say to you this afternoon, but if I steal one little piece from his address it will bear repeating. I heard him speak at the mid-winter meeting of the National Live Stock and Meat Board and tell of the great program of publicity which the American Meat Institute



A view across the convention hall.

AMERICAN CATTLE PRODUCER



A lobby tete-a-tete: F. E. Messersmith of Alliance, Neb., and Tom Horton and his daughter, Miss Betty Horton, from Tucumcari, N. M.

had put on in connection with the utility beef program. In one item alone—a large poster to be used in retail meat shops—they printed and distributed 197,000 copies, and this was only one of the many pieces of literature used in the campaign. The National Live Stock and Meat Board likewise put its staff to work on this problem. At its meeting referred to above, as the heads of the various departments reported on the activities of the previous six months, there were constant references to the work done with regard to utility beef.

There have been some people who have feared that the utility beef program might have a permanent effect upon the demand for the better grades of beef. One of the Meat Board experts in commenting on this stated that, while they had got 100 per cent cooperation from the many agencies with which they work in promoting the sale of meat, there was a consensus among these food experts that the minute better grades of beef were available in volume the demand would swing back to them as in normal times, so it would seem these fears are groundless. Many of the individual packers, the National Association of Food Chains, the National Association of Retail Grocers, the National Association of Retail Meat Dealers and the numerous individual chains cooperating in this program all helped put it across with concerted advertising on the merits of utility beef. I want to call attention, however, to the fact that throughout this entire effort there was no attempt made to sell utility beef as being other than just what it was. In other words, it was sold entirely on its merits and repeated instructions given as to the best ways of preparing it in order to get good results.

Total Slaughter

Reference has been made to the heavy total slaughter for the year 1944. The most recent estimate is 33,900,000 head of cattle and calves, or more than 6,000,000 head above any previous number, but this increase, large as it is, does not tell

the whole story of the problem facing us when the utility beef program was started. There was likewise a sharp increase in the percentage of utility beef in the total because of the fact that receipts of finished cattle were at about the lowest ebb in history. This was due to a combination of factors, the most recent one of importance being the corn freeze order of the early summer which forced many feeders to market their cattle prematurely. To show this increase in percentage as well as in total volume the following figures are cited: In August, 1943, approximately 15 per cent of all beef sold was utility beef; in August, 1944, 22.5 per cent; in September, 1943, 17.1 per cent; in September, 1944, 23.3 per cent; in October, 1943, 18.3 per cent and in October, 1944, 25 per cent.

October, 1944, brought the greatest run in cattle and calves to slaughter of any single month in the history of this country.

I feel sure that the utility beef program brought the greatest immediate return to the western cattle producers of any undertaking that the American National or any other organizations serving the cattle industry ever engaged in.

At the meeting held in Chicago on Dec. 4 to consider whether the work of the utility beef committee should be continued next year it was very gratifying to hear the expressions of the different members of the committee as we went around the table, indicating their desire to carry on for the year 1945 and their full confidence in Mr. Brownfield as chairman. It was a well deserved and fine tribute to his capacity for leadership and for the manner in which he had conducted the work of the committee.

It seems clear at this time that we are going to have the same problem next year. The WFA has set up a goal of 35,000,000 head for 1945, more than 1,000,000 head greater than the slaughter this year. It will take cooperation clear around the circle next year to

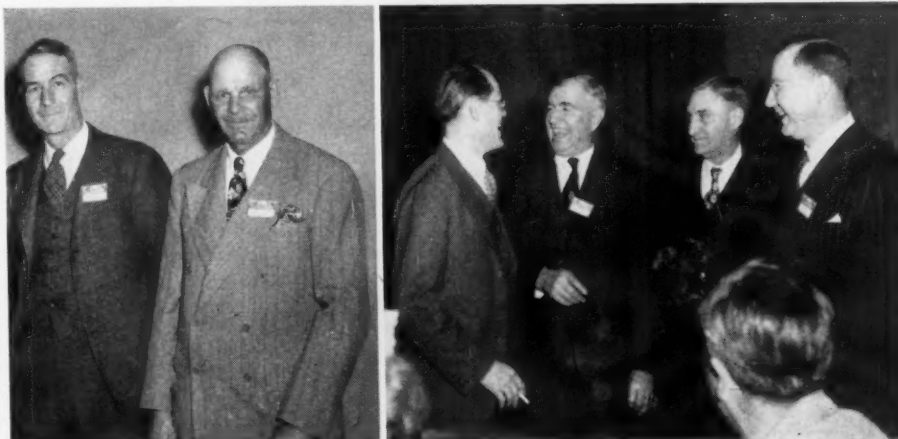
handle 35,000,000 cattle and calves, or anywhere near that number.

On Jan. 1, 1944, in the 17 western states we only had 5 per cent more beef cattle than in January, 1934; in the eight Corn Belt states east of the Missouri River we had 40 per cent more cattle than 10 years earlier. Whether the West can increase shipments next year is not now clear. Perhaps the census for Jan. 1, 1945, returns from which are due early in February, will throw some light on this matter.

Livestock Facts

I want to call attention to a booklet we have just issued which gives quite complete statistical information as to the current status of the livestock industry. It shows numbers, slaughter, meat production and per capita consumption. Copies are available. I call attention, particularly to the table on page 7 which shows federally inspected slaughter in percentages as between the different types of cattle. We do not have complete figures for the year 1944 but for the first 11 months of that year the percentage of she-stuff in the slaughter was 51.8, the first time since 1937 that the proportion of she-stuff has exceeded 50 per cent.

Looking back in the record we find that when cattle numbers have reached the peak of any given cycle it takes several years of liquidation with the slaughter of she-stuff well above 50 per cent before the bottom of the cycle in numbers is reached. For instance, in 1934 there was 48.67 per cent of she-stuff in the federally inspected slaughter, but this did not include animals in the government drought slaughter program under which more than 8,000,000 head of cattle and calves were purchased. There are no records of the sex of these cattle but it is generally believed they ran heavily to she-stuff. For the next three years—1935, 1936 and 1937—there was very heavy slaughter of she-stuff—well above the 50 per cent mark—before the low spot was reached in the cattle production cycle.



Ernest B. Ham, Piedmont, S. D., and Andrew Johnston, former North Dakotan, pose genially at the cameraman's request. At the right, cigarette smoke curls around a group: Ned Grant, Englewood, Colo.; Herb Chandler of Baker, Ore.; Prof. Hickman of the University of Iowa, and Forrest Bassford, editor of the Record Stockman, Denver.

How Far to Liquidate?

Some fears have been expressed that with the heavy marketing of the past year there is danger that we will unduly reduce our cattle numbers and leave ourselves in a vulnerable position when the war is over—a position that would be favorable to those who are constantly seeking to break down our sanitary embargo against imports from countries where foot-and-mouth disease exists. It does not seem to me that we are yet in a position to justify such fears. We have been increasing our total cattle numbers each year for several years until 1944. The prospect now is that the census for Jan. 1, 1945, will show slightly fewer than 80,000,000 cattle. We can continue marketing somewhere near the rate of 1944 for at least two more years and still have in the neighborhood of 75,000,000 cattle on hand. Under normal conditions, whenever we approached that number we have always considered it a danger signal and have gone quickly about the process of liquidating and getting down to safer numbers. Besides, the WFA is asking for larger marketing this year than last, and everything would indicate that we can safely do our best to comply with that request and at the same time be getting ourselves in better shape to meet post-war conditions.

Beef Grading

Due to the fact that under the first OPA ceiling order it was necessary that all beef sold should be graded, there has been a good deal of confusion and not so efficient grading as was the case formerly. When this order first went into effect the packers themselves did the grading, but they didn't do too good a job and hence were glad to turn it over to the WFA which had immediately to expand its force to take on this large added assignment. Instead of grading something less than a billion pounds of beef annually they had to step up to eight to 10 billion pounds and it is only natural that mistakes have been made. I think a fairly good job has been done in view of all circumstances. For the future we want to see to it that a sound federal beef grading program is maintained. I believe the first step to be taken when the war is over is to have an industry conference to determine along just what line to proceed, and then everyone in the industry should give it wholehearted support.

War Food Administration

Ever since the beginning of wartime controls there has been constant controversy between the OPA and the WFA over food policies and particularly in relation to the agricultural production. OPA from the beginning has been consumer minded and has carried this point of view to an extreme that fails to recognize the importance of adequate food production even from the standpoint of the consumer. The WFA on the other hand has been producer minded and it has in many instances been our

only friend at court. It seems unfortunate that this agency, charged with the responsibility of maintaining adequate food production for the war effort should be handicapped by constant interference and controversy with OPA. I feel sure that the job would have been very much better done if in the beginning a single agency had been established with power to do the whole job—production, pricing, distribution and rationing. As it now stands, any controversy which cannot be solved between the two agencies is eventually referred to the director of economic stabilization, Fred M. Vinson, who does not have an adequate staff to make an independent investigation and settlement on basis of the facts. He is pulled and hauled in all directions and no one could possibly envy him his job.

Extension of OPA Act

On July 1, 1944, Congress passed a bill extending the life of OPA for another year with little important change in its provisions. Producers generally protested against the subsidy program, which hangs as a threat over our operations, but to no avail. In a few weeks we will have to go through this procedure again. Again we will protest the

continued and expanded use of subsidies, urging that steps be taken to discontinue them before the war ends, but at this time the prospects for such action do not appear too favorable.

Tariffs

Mr. Brownfield referred to the international trade situation. I think it is possible we may find legislation offered by the administration this year that will create some new agency, perhaps, with authority to lower the tariff even more than the 50 per cent cut now available to the State Department in the making of trade treaties. Under the 20-odd trade agreements now in effect most tariff rates have already been lowered the full 50 per cent allowed. An article published recently by the assistant secretary of state recommended that authority be given to make further reductions in the tariff. I have been watching the tariff situation since I have been your secretary. I have yet to see anybody recommend a reduction in tariff on his own product. I think we are heading for the time when we are going to have a tariff battle in this country. I do not see how we can maintain the wage levels and the standards of living now obtaining in this country and continue to write down tar-

COLORADO MIDWINTER MEETING

A HUNDRED Colorado cattlemen meeting in midwinter sessions during Denver's stock show week expressed the hope that neighboring states would reciprocate in the matter



Dr. Davis

of accepting Bang's vaccinated cattle, requested the National Park Service to keep predators and noxious weeds from spreading to adjacent areas and asked the Grazing Service not to increase fees at this time.

A discussion arising out of reports that the state's legislature might have before it amendments to the present herd law evoked unanimous opposition to change in fencing practices and the expression that the present law be left as is.

Resolutions passed pertaining to the big game problem asked for limitation in the increasing deer and elk herds in the interest of continued meat output from permitted domestic animals, requested a law to protect cattlemen and sheepmen against overgrazing of Colorado ranges by big game and asked that no further reduction be made in forest reserve permits until big game numbers are reduced. One of the resolutions called for a permanent committee of western slope cattlemen to take up range problems.

Other resolutions protested against blanket settlement by carriers in livestock loss claims on the customary 50 per cent basis instead of on the merit of the claim; urged draft boards to do their level best to minimize disruption in essential agricultural work; opposed increased gasoline taxes or increased motor license fees; suggested amendment to brand law making unlawful the branding of livestock with a previously recorded brand or the importing of record-brand cattle without first venting the duplicate brand and rebranding; favored automatic offer of renewal of state land leases and an alternative in the performance bond practice to permit use also of bonds from bonding companies; protested against "habit of various branches of the federal government continually to harp upon the overgrazed condition of western ranges." The resolution explained that apparently this has influenced the suggested "utterly ridiculous" goal of 20 per cent increase in marketing of cattle from Colorado but that "it is our purpose to market as heavily during the year as is consistent with sound economic management of our ranches."

About the coming annual convention of the association in 1945 at Meeker, Dr. B. F. Davis, secretary of the organization, said that in view of War Mobilization Director Byrnes' convention-curtalement order confirmation of the time and place of that gathering cannot now be made. It all depends on whether requirements of the order can be met.



A group of convention listeners.

iffs when, after the war, we are going to have the greatest competition in world trade that we have ever seen.

Argentina Sanitary Convention

We still have with us the perennial question of the sanitary embargoes operating to keep out imports of dressed meats from all countries where foot-and-mouth disease exists. Argentina, as you know, has kept up the fight through the years to break down this embargo. Despite the fact that throughout the war Argentina has not cooperated with the other American nations and has come so close to collaboration with the enemy that relations between the two governments have at times been very strained, yet, strange as it may seem, the propaganda to the effect that Argentine beef should be accepted in this country when the war is over still continues. I believe we are better fortified than ever before to meet the issue. England, shut off from imports of meat products from the other hemisphere where foot-and-mouth disease exists, has had to rely to a large extent upon South American meat, a great deal of it coming from Argentina. Despite all precautions at point of shipment which have been insisted upon by the British government and despite the regulations in England prohibiting the feeding to domestic animals of meat scraps unless they have been boiled, she has had repeated and costly outbreaks of foot-and-mouth disease throughout the war period. There can be no doubt that the source of these outbreaks has been the imported South American beef.

Uniform Sanitary Regulations

You will remember a year ago at our convention here we had a discussion on the matter of interstate sanitary barriers. Following that meeting we had several meetings here in Colorado addressed by sanitary officials from several nearby states with a few from greater distances and even from Canada. The final meeting was with Dr. William A. Hagan who was on a special

mission, as assistant to the chief of the Bureau of Animal Industry, to make a survey of conditions throughout the country. As a result of this activity, I was asked to address the United States Live Stock Sanitary Association convention at its meeting early in December at Chicago on this subject and my paper is printed in the current issue of the AMERICAN CATTLE PRODUCER. President Brownfield and I were asked to attend the meeting of that association's committee on laws and regulations—the committee which deals with this particular subject of interstate sanitary regulations. Dr. C. U. Duckworth of California was elected president of the United States Live Stock Sanitary Association at the Chicago meeting and has since notified me he desires me to serve on the committee of laws and regulations for the coming year so that we will have an opportunity to present the views of the western livestock industry in working out interstate sanitary regulations as near uniform as are possible and practical. I am glad that progress is already being made. It will come slowly but we are moving in the right direction.

Traffic Department

Our traffic manager, Mr. Blaine, will report tonight to the executive committee on the major problems he has handled during the past year. There were three such major cases: First was the Westbound Meat Rate Case—now before the Interstate Commerce Commission for decision. The examiner's report was unfavorable to the position we have taken in this case but we are not without hope that the final decision will be more favorable. The second case involves rates into the northwestern part of the United States from Canada. That is also before the commission, having been argued in December, and the examiner's report in that case was quite favorable, and we are hopeful of getting a reasonably satisfactory decision; the third case is the one involving removal of the general freight in-

crease—Ex Parte 148. Three years ago a 3 per cent increase was granted on livestock and meat products. This increase was in effect a little over a year but the rates were then suspended and have remained in suspension since that time. The railroads sought to re-establish the increase on a permanent basis while we and other agricultural groups urged the cancellation of the tariffs. The commission compromised the matter by again extending the suspension of the rates for one year from Jan. 1, 1945.

There is one more matter I want to refer to. You may have read the editorial I wrote in the current issue of the PRODUCER in regard to railroad claims. There is a tendency on the part of railroads to settle all claims for loss and damage, regardless of merit, on a 50 per cent basis. I think that effort by the railroads should be fought by the industry. I think when a good case is established the carriers should settle on a basis of 100 per cent instead of cutting the claim down to 50 per cent. The fact that someone has a claim that is too small to go to law with should not be any reason for the railroads to take advantage of that fact. In the past five years I have seen repeated instances where the railroads come back and offer 50 per cent of the amount of the claim. I hope that the state associations and other magazines in the West will back up our effort to get the railroads to make fair settlements of loss claims on livestock.

Meat Board

It has been my privilege during the past year to attend the Meat Board meetings as one of your representatives thereon. No one who has not attended one of these meetings can have a full understanding of the scope of the Board's activities. It has expanded its work tremendously in the past dozen years and has obtained full national recognition in its field. Its contribution to the war effort by working with the army and the navy and other fighting forces in the training of men in meat cutting and cookery and in publishing literature helpful to them has been tremendous.

Junior Livestock Associations

I would like to say a word about the junior livestock associations. I think efforts should be made to give more encouragement to these junior associations. After the war I would like to see such organizations in every state. They will help a lot in keeping the young people of the industry interested and in training them in association work.

Both the Association and the PRODUCER have had a good year, if a strenuous one. Membership and advertising revenue are at an all-time high. We have had fine support from President Brownfield and other officers, from the various committees and from the rank and file of the membership. This is what it takes to keep an organization going in high.

BEEF—EVERYONE WANTS IT

(Address of H. R. Davison, vice-president of American Meat Institute, Chicago, before American National convention in Denver, January 11.)

IT IS PLEASANT TO HAVE THE opportunity to discuss with you a number of problems in the cattle and beef industry. For the past three years the business has been bombarded with all sorts of extremely difficult problems brought about as a result of the war economy. There probably never has been, and probably never will be again, a period that has brought about more radical upheavals in the beef business than this period.

Through it all one very encouraging and very positive reason for optimism over the future is apparent. That reason is that the American public will buy all the beef it can get in preference to almost any other food when it has the income with which to gratify its appetite. This fact is apparent almost everywhere one looks.

For example, whenever a shortage develops, the hue and cry is a shortage of beef. Wherever a black market develops, it usually is a black market to supply beef for an eager demand. Whenever the army finds its food program going stale, it is usually from lack of beef. Whenever supplies of good beef become scarce, the public quickly becomes resourceful in utilizing the lower grades to the best advantage.

Beef is in the news, and stories about it can make the headlines with the least provocation.

All this is encouraging to note, and should bespeak good tidings for the future of the business.

It always has been axiomatic in the livestock business that we in America consume all we can produce. It also is axiomatic that price levels for cattle and beef consistently parallel pay roll indexes.

Nevertheless, the war has taught a great many lessons about beef merchandising which all of us hope will increase the demand for beef proportionately over the formulas of the past. The increase in the fabrication of beef cuts is an example. The tremendous increase in the manufacture of hamburger is a case in point. These merchandising methods are war babies brought about by the intricacies of controls and because of the need to make all beef, regardless of grade, as palatable as possible.

During this period, it is fortunate that the National Live Stock and Meat Board, with its background of excellent research and promotional activities, was in the field. The meat educational program of the American Meat Institute is making, and has made, every effort to capitalize the opportunity for meat which wartime headlines have emphasized in the news. I think it is also true, regardless of what our individual opin-

ions may be with respect to the pros and cons of meat rationing, that the livestock industry will gain in the end from its existence during this wartime period. Meat rationing has served to emphasize to the housewife the importance of meat in the diet of her family. The mere fact that she couldn't get it has made it talked about in the family circle. Its absence, especially when the pocketbook has been ample, has resulted in a psychological plus for beef.

People seem to want that which they find hard to get, and conversely, take for granted what they readily have. Our advertising and promotion is aware of this tendency and is doing all our ability will permit to seek more of the consumer's post-war dollar for meat.

Where Is the Meat?

All this has brought about a great many questions in the minds of consumers about the meat business. It is good that these questions have arisen. The most difficult question to answer is the question, "Where is the Meat?"

I suspect the best answer to this ques-

tion is the simple statement that there just isn't enough meat to go around at the price the government regulations permit.

Of course, a percentage of the meat—no one knows just how great a percentage—circumvents the regulations and is sold at prices above the ceilings. Last year approximately one third of the meat in regular commercial channels went to the armed forces and to lend-lease. This of course does not mean that the boys in the army are getting charcoal steaks, while the consumer at home is going without. It does mean, however, that for the most part our army and allies are well fed with good, nutritious meats. A large volume is canned. Under war conditions, it is estimated that nearly three times as much meat per fighter must be available than is required for a civilian.

Some meat must be left behind—some must be ready at destination. The pipelines must be kept full.

But in spite of this, a substantial share is left for civilian consumption—as much per capita as was consumed during some of our peacetime years.

The civilian consumption of meat per capita for 1944 was the largest for any

ARIZONANS IN PHOENIX CONVENTION

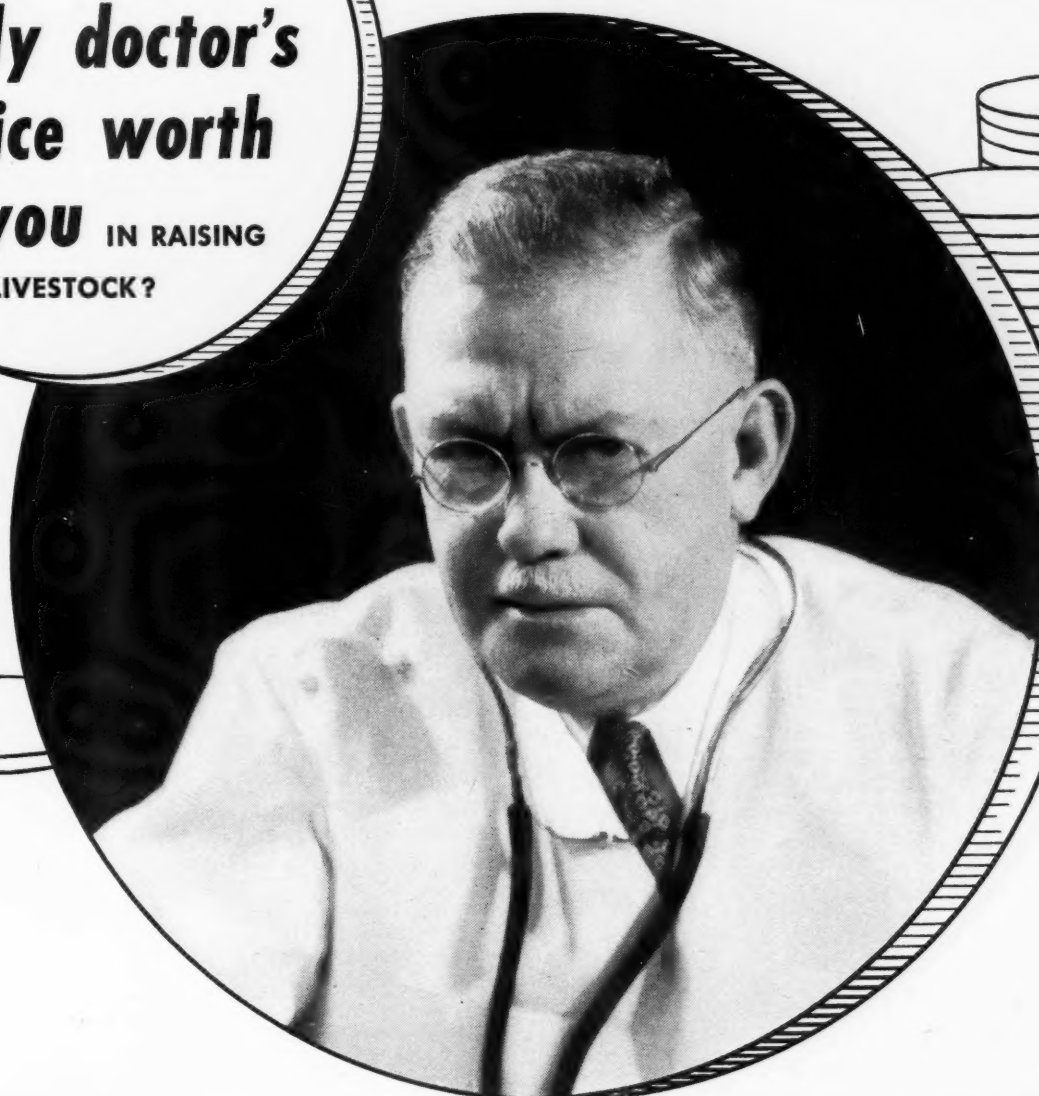
THE 41ST ANNUAL MEETING OF the Arizona Cattle Growers' Association took place Jan. 5-6 at Phoenix in an atmosphere of hope and cooperation—first, for the winning of the war, and then for the achieving of conditions favorable to successful operation of the cattle industry. As keynoted in the opening address of the organization's president, Norman Fain, "so long as we remain united we can be a benefit to our industry and to each other." He commended the members for the helpful attitude to be found among all of them against present odds. A. D. Brownfield, Deming, N. M., president of the American National; Dr. Alfred Atkinson, president, University of Arizona, and discussions of diseases of livestock, state lands, grazing and forest problems and an explanation of the "unit livestock price method" by Frank S. Boice of Sonoita, chairman of the National Live Stock Tax Committee, rounded out the program.

Resolutions adopted at the meetings recommended that the public lands committee of the Congress act to grant to the various states all railroad grant lands which it seeks to return to the federal government under the 1940 Transportation Act; demanded that the Grazing Service office administering Arizona grazing district No. 1 be moved from Utah into the boundaries of the district, within the state of Arizona; protested against change in grazing fees without proper hearing; demanded the early return of federally owned or controlled lands to private

ownership; urged gradual removal of subsidies while the meat supply remains short, and re-establishment of price ceilings on meat to those existing before the rollback; requested passage of the McCarran forest bill to give national forest advisory boards legal status. Further, they demanded a change of location of the Kaibab Forest district office from Utah into Arizona; asked WPB to grant necessary priorities so that essential ranch material and equipment can be kept available; desired increased federal aid in predator control; asked ODT for facilities to move war material; i.e., the products of the associated members, to market; recommended the Arizona fish and game commission to exert control as needed in the case of excess numbers of wild animals.

Since the Arizona convention preceded by a few days the holding of the American National convention at Denver, many of the members present at Phoenix had already arranged to go on to the three-day event of the national association. A subsequent survey of the Denver registration lists showed the following names from Arizona: John Babbitt, Flagstaff; Stephen Bixby, Globe; Mr. and Mrs. Frank S. Boice, Sonoita; Henry G. Boice, Tucson; Everett Bowman, Phoenix; Mr. and Mrs. Bruce Brockett, Rimrock; J. M. Cartwright, Phoenix; Mr. and Mrs. Jerome Eddy, Prescott; Norman Fain, Prescott; Raymond Price, Tucson; Bill Spence, Springerville; W. H. Waggoner, Seligman.

**What's your
family doctor's
advice worth
to you** IN RAISING
LIVESTOCK?



HUNDREDS OF DOLLARS, PERHAPS, WHEN IT COMES TO DISEASE CONTROL...

Ask him what vaccines and serums he uses to protect you and your family from disease—and like as not your doctor will say "Cutter"! With good reason, too.

He knows the painstaking care that Cutter scientists take to produce vaccines that are dependable—that Cutter men have only one object in mind: to turn out biologicals that really *do a job!*

Naturally, you'd expect this care and attention in protecting human lives. But here's where your livestock comes into the picture.

At Cutter Laboratories, the same care and attention go into making vaccines and serums for livestock as for humans!

Actually, identical methods of testing and, wherever possible, identical production methods are used to assure the quality of livestock products as those your doctor uses.

If you think this one over, you can come to only one conclusion. For peak protection of valuable animals, you can *do better* by insisting on Cutter. You'll know you're getting the best that science can produce.

This one fact, alone, would be enough to explain Cutter's leadership with progressive cattlemen all over the West. But in addition, these men know that Cutter pioneered the field of animal disease control—originating many of the vaccines and serums now used generally. They know, too, that Cutter will *continue* to lead the field—offering you the latest and most effective disease controls as fast as science can discover them!

If you've been losing valuable stock—perhaps Cutter can help you. If *any* product can control those losses, it is a safe bet Cutter makes it!

CUTTER

Fine Biologicals and
Pharmaceutical Specialties

CUTTER LABORATORIES,
BERKELEY, CALIFORNIA

war year. Because of curtailed supplies in prospect, particularly pork, in 1945 the civilian supply this year is expected to be the smallest for any war year to date.

In the case of beef, federally inspected packers are now supplying approximately one-half of their total production to government agencies, most of which goes to the armed forces. Sixty per cent of steers and heifers, which grade commercial, good and choice, are set aside for the armed forces; 90 per cent of this must be boned—80 per cent of the canners and cutters and 50 per cent of utility steers, heifers and cows are set aside for use in producing canned meats.

The industry is now boning more beef than ever before in its history. One of our most serious manpower bottlenecks is caused thereby.

During the past year—in fact since just about this time a year ago—the meat packing industry has experienced a very difficult and vexing period in the beef business. On the whole, the industry has made a good earning record in 1944. However, the beef business has been highly unsatisfactory. This situation is due primarily to two factors:

1. The inequities of the present cattle price stabilization program, better known as the Vinson directive, have remained in force without correction.

2. There has been no effective enforcement of the regulations to prevent the extensive black market in beef.

The spread between the live cattle prices by grades established by the Vinson directive and the wholesale beef price ceilings is inadequate to permit packers to operate profitably. A very complicated dilemma has resulted.

The government was faced with the

(Turn to Page 28)



In this trio, left to right: Claude E. Olson, Ludlow, S. D.; Carl Greif, Uniontown, Wash.; and Jidge Tippet, Enterprise, Ore.

AMERICAN NATIONAL CONVENTIONALITIES

J. M. Cartwright came up for convention from Phoenix, Ariz., but this time without his son Jack, who has been attending with him the past several years. The younger Cartwright, because of the tight labor situation, had to stay on the job at home.

* * *

One of the prominent northwest cattlemen was heard to say the night of the banquet that he'd paid his dues, by golly, and he was going to get every penny's worth of fun on the dance floor.

* * *

Ned Burke, Genoa, Neb., rancher and feeder, called at the office after the convention. He reported fine weather in his section of Nebraska.

* * *

Hint for future committee chairmen: Best attendance in committee meetings is assured where chow is served—as witness the good records set by the forest and public land sessions held as luncheon meetings.

* * *

Boys registered at the convention included Bill Godfrey, Animas, N. M.; Billy Lodge, Caldwell, Ida.; Joe Hawes, Boise, Ida.; and Larry Yonkee, Sayle, Mont. Young Bill Godfrey, at the age of nine years, showed himself a trigger-quickster on the uptake: Asked at one time during the festivities what he was looking for in the lobby, the youngster replied, "Mischief." . . . He was wearing real cowboy boots—and pretty proud of them, with one pant leg tucked in, so the boot would show up well. The kickers attracted the attention they merited.

* * *

It hasn't been ascertained which pant leg young Godfrey had tucked into the boot—but an interesting tradition or custom has been brought to the attention of the editor in that connection: It seems that if it's the right pant leg that's tucked in, it means that the wearer owns three cows or fewer; if it's the left one, he owns three or more animals but not over five; both tucked in means he has none, and both boots worn discreetly under may be taken to mean that the wearer is a rancher or owner.

* * *

The young lady who registered Sam Hyatt of Hyattville, Wyo., through error placed Sam in Wyoming and his wife in Montana. Said he, "My wife might disown me if I register her in a different state. Besides, we have our own town—maybe we should stay in our own state."

* * *

Charles Madrid (the Indian from New Mexico who addressed the convention) couldn't believe he was getting a supper ticket free—said it was the first thing he ever got without paying. Equipped with a style of delivery that removed the sting from his remarks, Mr. Madrid slanted a nice dig at the present state of

affairs when he stated that although the white man had originally taken this country away from the red man, it was highly probable that the Indians would not be a bit interested in taking it back now. And, he added slyly, he and his race have had a surfeit of regulations since the "newcomers" took over, and now those newcomers are themselves getting quite a taste of it!

* * *

The tables of army canned foods were a source of interest to the women present on the second day of the convention. The most frequently used word around the tables was "Good," and that meant in taste as well as looks, because everyone was invited to sample the foods. One little girl in pigtails had a fine time tasting from each plate and then going back to the ones she liked best.

* * *

A pleasing sight to eyes old and young was the dancing team made up of young Polly Collins, daughter of the Don Collinses, Kit Carson, Colo., and Charles Mollin, older son of Lawrence Mollin and grandson of the F. E. Mollins.

* * *

Andrew Johnston, formerly of Alpha, N. D., stayed on in Denver a few days beyond the convention, coming in for a brief but welcome visit in the PRODUCER offices. He's been working on a ranch near Red Rock, Ariz., and explains that he had planned to go down for a winter's stay in South America but found a priority was necessary for that kind of voyage. Mr. Johnston says he'll stay home this year—doesn't feel he'd care to claim urgency for his mission in order to wangle the needed priority ratings.

* * *

Claude and Humbert Rees—father and son—were down from Rifle, Colo., to take in the stock show. Only thing bothering them was the weather at home; it was just too good to do any good. The two, incidentally, arrived at the American National offices within minutes of each other, neither knowing that the other had intended to pay the call.

* * *

Raymond Husted came from Los Angeles, where he represents the O. M. Franklin Blackleg Serum Company. J. Willard Cobb, manager of the Denver office of that concern, also came to the convention. Both of these men enjoy a wide acquaintanceship among the cattlemen.

* * *

Notable among the Californians who came to Denver were capable Loren Bamert of Ione, until recently president of the California Cattlemen's Association; LeRoy Rankin of Caliente, new president of that group, and Hubbard Russell of Maricopa, former American National president.

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PRODUCER



★ BUY MORE
WAR BONDS ★



THE EDITOR'S COLUMN

So many important things are happening in the livestock and meat business that it is difficult for an editor to decide which to write about and which to leave out.

Few people realize how much beef, pork, lamb and veal must be set aside by meat packers operating under federal inspection for the armed forces and Lend-Lease. In December, 1944, the Government's set-aside orders called for 60% of the "Choice," "Good" and "Commercial" steer and heifer beef carcasses, excepting extremely light weights; also 60% of "Utility" steer and heifer carcasses of specified weights; also 80% of the "Cutter and Canner" beef. Of the total pork meat produced, excluding lard, approximately 50% has to be set aside. Government priorities on "Good" and "Choice" lambs have averaged from 40 to 50% of the suitable lambs. Priority orders also apply to approximately 50% of the "Choice," "Good" and "Commercial" veal produced within specifications.

Of course, such regulations are necessary in order to insure the proper conduct and winning of the war. Nevertheless, producers and consumers should know of these regulations as a partial explanation of why they are having difficulty in getting the supplies of beef, lamb, pork, and veal which they want.

F.M. Simpson.

Agricultural Research Department

Swift & Company CHICAGO 9, ILLINOIS



Martha Logan's recipe for
GEORGE WASHINGTON CHERRY PIE



Make pastry using Swift's Bland Lard for shortening to insure flakiness. Roll out and line one-inch-deep pie pan.

The filling is made as follows: 3 cups canned cherries; 1 cup sugar; 2 tbsp. flour or corn starch; 1 tbsp. butter. Combine cherries and dry ingredients and fill pie pan level. Cover with pastry—full crust or lattice of strips. Bake at 425°F. for 10 minutes, then at 350°F. for 35 minutes longer.



"The pig that pays" is the "extra" one that lives in an average litter. Baby pig death losses of from 30 to 50 per cent are far too high. They can be greatly reduced.

Cleanliness is the first rule of profitable hog raising. Dirt breeds disease and parasites, so it pays to move young pigs to clean pastures and to keep them away from old pens and yards. Old dry bedding has been known to start dust-pneumonia. Cholera and erysipelas can be prevented by early vaccination and transfer of diseases from newly purchased hogs can be controlled by a period of isolation.

Observe common-sense rules and your pigs will live and grow. Feed them well and when your hogs are ready, you'll get your "profit" from the extra ones raised in each litter.

★ ★ NUTRITION IS OUR BUSINESS — AND YOURS ★ ★

Right Eating Adds Life to Your Years, and Years to Your Life

Everyone Wants Beef

(Continued from Page 24)

problem of maintaining livestock prices sufficiently high to get production. On the other hand, the hold-the-line order required prices of beef to be frozen on the basis of the price levels in March, 1942. Consequently, maximums and minimums were set at the closest levels possible, which proved to be at points between which the packing industry could not successfully operate.

Furthermore, the spreads between grades of live cattle established by the directive, and the spread between grades of wholesale beef prices as established by OPA, discouraged cattle feeding operations.

The dilemma was further aggravated by the fact that the army, navy and lend-lease had to have large quantities of beef. This beef was procurable only through the medium of the federally inspected meat packing establishments. Also, packers, regardless of the squeeze in which they found themselves, had to maintain their domestic business.

Under these circumstances, it was clear that something had to happen, and it did. The only safety valve under such a set of circumstances was circumvention of the regulations on the part of opportunists and irresponsible operators. The result has been the development of a flourishing and extensive black market. Markets, particularly for the better grades of cattle, arose to figures considerably in excess of the maximums of the stabilization program.

While this aggravated the situation for the processor, it placed the cattle producer and feeder in a strange position. His market is fictitious. It has been built by operators who disregard the regulations. Thus our markets on fed cattle and thus feeding operations have become adjusted at levels which are supported by the thin thread of unenforced regulations.

The whole situation has been complicated further by the utilization of slaughter payments, or so-called subsidies. Subsidies originally were provided as compensation for the rollback, which occurred on June 14, 1943. They were designed as instruments to assist in maintaining livestock price and in holding down prices to consumers.

Subsidies Inflationary

The packing industry from the outset has been opposed to the use of the subsidy instrument in price control. We felt that it was an unsound instrument to control inflation. We believed it to be inflationary rather than deflationary. It involved the use of borrowed funds to be paid to processors as a means of maintaining livestock prices for the benefit of consumers. Many packers believe that, if subsidies must be used, they should be paid directly to those whom they are intended to benefit. Regardless of what we may think about

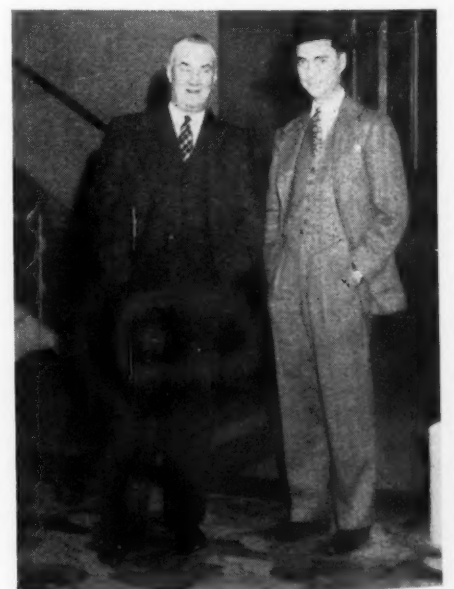
the subsidy, there are two facts that stand out in bold relief. The first is, we have the subsidy; it is here, and we are trying to live with it. The second is that eventually we have got to get rid of it, but how?

The most satisfactory way, of course, to eliminate the subsidy would be the establishment of a rollup of prices to levels which prevailed prior to the rollback on June 14, 1943. I think it is patent, however, that if ceilings on meats cannot be raised some way, subsidies or other ways must be found to assure production and to permit packers to carry on their wartime operations. Nevertheless, if subsidies are to continue as a part of our wartime program of inflation control, we run the risk of finding ourselves with the subsidy program in full effect and markets in a tailspin. If that time comes, it will be almost an impossibility to solve the economic problems that will arise.

Just before I left Chicago, the director of economic stabilization announced several changes in the cattle stabilization program. The directive itself has not been made public. The news release is not clear, and therefore I am not in a position to express any opinions as to the extent to which these changes may or may not correct the difficulties which the original cattle stabilization program put upon the packing industry. However, I would like to say this: The news release reports an over-all ceiling on live cattle and calves on a basis of \$18 per cwt. Chicago until July 2, 1945. The Institute and the packing industry generally have not and do not advocate a ceiling on live cattle. We believe that cattle prices should be high enough to give adequate production, which means adequate profit to the producers and feeders of livestock. We are interested not so much in what that level is so long as it gets production. We are interested in the spread between the price of live cattle and the price of the products thereof, for that is the area in which we work.

I am one of those who believe very strongly there is a great opportunity for cooperation between producers, processors and retailers in the livestock and meat industry. The National Live Stock and Meat Board has proved that cooperation of this character can be a very valuable asset to this industry. For problems, however, other than those involving the promotion of our common product, there never has been the proper machinery for handling industry problems that are constantly facing us. I believe that great good could come of the establishment of such an enterprise. It is my belief that, if a forum can be established which will permit discussions of these problems and possible action on them among the various segments of the industry, benefits would accrue which would be of real importance to our mutual welfare. An excellent example of what can be done was done under the auspices of your organization last sum-

mer when it called a conference of the various groups in the industry to try to solve what then appeared to be an insurmountable problem; namely, a proper handling of anticipated great runs of utility cattle. The effort that was put into this undertaking, in my opinion, did an outstanding job. Grass cattle came in large numbers but they came in orderly fashion and reached the markets in quantities that it was possible for the processors and retailers to handle. A tremendous amount of advertising and publicity was put behind the proper use of meat from utility cattle. This advertising and publicity caught on and was probably the most effective producer-processor-retailer promotional program that was ever undertaken. A combination of the efforts of the cattlemen to start their marketings early and to operate them over a longer period of time; the efforts of the processors to handle these cattle and promote with the consumer the sale of the products thereof; the resourcefulness and promotional efforts of the retailers to get the products of these cattle into the hands of the consumer in the most attractive manner possible, all led up to the accomplishment of genuine proportions. I believe this conference committee influenced the government rationing program in such a way as to move utility beef most advantageously. It sought and secured changes in retailers' regulations which permitted them greater flexibility in cutting and fabricating utility beef for consumers. It urged government buying agencies to support the utility beef market as much as possible during the grass cattle season. Such activities as these need not be reserved for emergencies. Some effort and thinking on the part of the leadership in the livestock and meat industry should be made to develop this sort of activity on a more permanent basis.



Cattlemen J. H. Nason, Spearfish, S. D.; and E. K. Warren, Three Oaks, Mich.

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In normal times, the value of the different grades is determined by the consuming public. Housewives fix a “ceiling” which is entirely independent of such factors as production cost and trading procedure. At present “ceilings” are fixed by government authorities.

The trading that goes on in the “yards” is an effort on the part of the salesmen to get full value or the “ceiling,” and an effort on the part of the buyers to get livestock at a price which will not exceed the value as determined by consumers.

Competent salesmen and buyers whose training enables them to “look” under the hide and accurately appraise the quality and quantity of meat there have little difficulty in getting together on a price because each knows it is the consuming public which determines the value.

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World's Food Situation After the War

(Address given at American National meeting by Dr. Eric Englund, chief agricultural economist, office of foreign agricultural relations, Department of Agriculture, Washington, D. C.)

THE FOOD SITUATION THROUGH-out the world after the war depends upon many factors, several of which are now largely unpredictable. Military events, which we shall not attempt to predict, will determine the time when the war will end, and the extent of war damage to food production, transportation, processing and storage. As always, growing conditions will determine in large part the post-war food production—and these, too, are unpredictable. Prospects for internal peace and order in the war-torn countries after the war and governmental policies affecting production, distribution and trade are somewhat obscure. All these factors will affect the European food situation and influence market prospects for exportable surpluses produced in the United States and in other overseas countries.

Notwithstanding these uncertainties, we are not altogether in the dark when attempting to appraise the prospective

world food situation. Some factors are reasonably well known, including the present level of food production, changes that have occurred in production throughout the world since this war began. Moreover, a good deal is known about the output of the great international commodities upon which so much depends in feeding the people of devastated areas and otherwise alleviating shortages in war-torn countries.

While much depends on stocks of food when the war ends, still more depends for the post-war years upon the volume of production and the prospective flow of food products from the farms and ranges of the world. Hence, we shall begin our appraisal of world food prospects by reviewing the world's food production since the war began.

Significant Wartime Changes

The war has caused significant changes in the production of food crops and livestock in different parts of the world, and these changes have an important bearing on the post-war needs and on the supply of many important food products. Further influence on the post-war supply will be exerted by the policies that may be followed by various

countries in reference to agricultural production and trade.

The sharp increase in wartime purchasing power of civilians in nearly all countries together with the large military requirements, has greatly increased the world demand for food. On the other hand, food production in many countries has been restricted by shortages of fertilizers, equipment, draft power, labor and by the general ravages of war. Pre-war market surpluses of many farm products have given way to relative scarcity and prices of farm products have advanced sharply in all parts of the world.

Increased World Production. Countries like our own, with large resources, undamaged by war, and with access to important deficit-producing areas, have greatly expanded their food production, as have some other countries closer to the actual scene of action, notably Great Britain. In many other countries marked decrease in production has taken place. Countries which before the war depended in part on food imports and which were isolated or threatened with isolation, have expanded their output by increased emphasis on food crops and reduction in livestock products. This, together with reduced consumption, resulted in a greater degree of self-sufficiency in food supplies and has enabled some countries formerly on an import basis to live within their own resources.

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As a general result, the world's total food production, measured in caloric value of farm output, has increased moderately since the outbreak of the war but the gain has not exceeded the estimated increase in the world's population. In North America, where large resources were available for expanding production and with weather conditions unusually favorable, the output of food has increased sharply, to a level about 40 per cent higher in 1944 than in the pre-war period 1935-39.

Food production in South America, already on an upward trend for many years, has been accelerated during the war. The total food output in the more important agricultural areas of South America in 1943-44 was about 25 per cent above the pre-war level.

The United Kingdom has increased its food output sharply since the war began, with a very large advance in the total food supplies obtained from food crops and a reduction in animal products except milk. Increases in other areas of the world have been slight. In Europe, North Africa and the Middle East, an average over-all decline of 5 to 10 per cent has occurred in food production. In some other important areas, chiefly the Soviet Union, Occupied China and the Dutch East Indies—where available data are too incomplete to measure the food output—the decline probably has been greater. We shall examine these changes in world food production somewhat more closely, by regions and principal countries.

Wartime Changes in Food Production by World Regions

North America. One of the most significant changes in food output during the war has been the large expansion in the North American countries, to about 40 per cent in 1944 above the pre-war average. In the United States alone the increase was also about 40 per cent. The significance of this wartime achievement of agriculture is emphasized by the fact that this increase in food production in a little more than five years was at least equal to the percentage increase in the preceding 30 years.

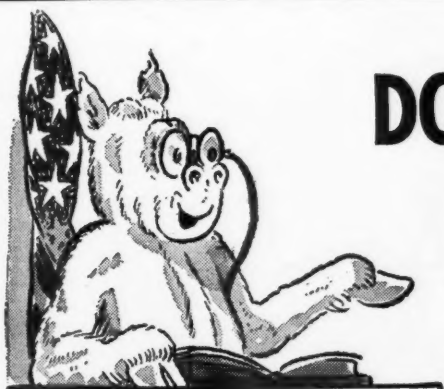
The greatest relative increases occurred in the production of edible oil crops, pulses (beans and peas), pork and poultry products. Expansion in livestock was aided materially by the large stocks of grain available at the beginning of the war, weather conditions were exceptionally favorable and mechanization in farming and longer hours of work made it possible to carry on in spite of a diminishing labor supply.

South America. The outlet for surplus crop production in South America has been restricted by the shortage of shipping, but export demand has been active for meats and dairy products. Also, a marked increase is noted in the production of food crops which were formerly imported into the area such as edible oils, rice and pork. The necessity of depending more upon home grown food products also resulted in

greater output of many indigenous products such as mandioca.

Australia, New Zealand and South America. The output of food products in the British Dominions of the Southern Hemisphere—New Zealand, Australia and the Union of South Africa—also has been greatly affected by the war. During the first two years of the war in Europe there was little export demand for the products of these areas—they were far from the war zone and shipping was scarce and difficult. With the outbreak of the Pacific war, however, the demand for Australia's and New Zealand's food output increased sharply and surpluses were soon exhausted.

Since 1942, efforts to expand agricultural production in these countries have been handicapped by shortage of labor. In 1943-44, total production was slightly below pre-war, and production in 1944-45 has been further reduced by a serious drought in Australia. There is some evidence, however, that production in New Zealand will increase in 1945, as the labor shortage has been relieved somewhat by the release of some agricultural workers from the military services. As New Zealand is an important producer of dairy products and meat, any expansion in production will help to relieve the general world shortage of these products in 1945. In the Union of South Africa, the output of important crops has been below average for the past two or three years. Fruit



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production for export has been restricted because of the shortage of shipping. Domestic demand for food has increased as elsewhere, because of war-time business activity and larger buying power, and the quantity of food products available for export from this area has been relatively small.

Asia. Excluding the Asiatic part of the Soviet Union but including the Netherlands East Indies, Asia contains more than half of the world's population and produces nearly half of the total world food supply. While the countries of this region normally provide a large part of the tea, sugar, vegetable oils and rice entering into world trade, their exports make up a small part of their total food production, and their imports of food also are relatively small. Hence, this large population is primarily dependent upon food grown within the area. During the war years, production has been generally below the pre-war level, particularly in the occupied areas. In 1943, India's rice crop was one of the largest in 20 years and this year fav-

orable crop conditions in China and Manchuria have temporarily eased the tight food situation. In Japan and in the surplus producing areas of south-eastern Asia under Japanese control it is believed that over-all food production has declined. As these areas are liberated and their production restored, they will provide some of the urgently needed edible fats, sugar and rice, but considerable time may be required to bring these areas back to pre-war levels of production.

Europe. In the pre-war years continental Europe was a large net importer of food products from the United States and other exporting countries. From 1933 to 1937 annual imports averaged about 3,500,000 short tons (flour equivalent) of cereals for food; 600,000 tons of sugar; 1,800,000 tons of fats and oils for food, and some fruits and vegetables. Net exports of meat, eggs, and cheese amounted to about 300,000 tons. Large quantities of feed also were imported, totaling about 5,500,000 tons of grain, 4,500,000 tons of oil cake and equivalent



An Oregon couple who took in the convention together—Mr. and Mrs. Herman Oliver of John Day.

of oilseeds and 1,000,000 tons of bran from imported bread grains. These imported feeds in terms of food produced equaled about 1,500,000 tons of meat and cheese, and 800,000 tons of edible fats. Total net imports of food, including food produced from imported feedstuffs, provided about 10 per cent of the total pre-war food consumption of continental Europe, excluding the Soviet Union.

Following the outbreak of the war, foreign supplies of food and feedstuffs to continental Europe were largely cut off, and various drastic revisions had to be made in the food production of European countries. Considering the general shortages of fertilizers, labor, equipment, and other essentials of production, the over-all farm output of food products, in terms of calories, has been well maintained. This was done by emphasizing the production of food crops rather than feed crops, by using a larger portion of the total output of the different crops for food, and by drastically cutting the production of livestock products. Also, many economies have been introduced in the processing and utilization of food products, which further added to the amount of ultimate food energy obtained from farm production. For example, the milling extraction of wheat and rye has been increased from about 75 per cent before the war to more than 90 per cent.

In the two years 1942 and 1943, the farm output of cereals for food in western continental Europe averaged about 91 per cent of pre-war, sugar crops 93 per cent, fruits and vegetables (mainly potatoes) 100 per cent, and oil crops 111 per cent of the pre-war level. The total production of crops was nearly 95 per cent of pre-war, but the production of meat and eggs was only about two-thirds while dairy products were about 80 per cent of the 1933-37 average. The total farm output of all food products age, but the decline in total calories was somewhat less because of the higher extraction rates of bread grains.

QUOTES FROM CONVENTION PLATFORM

President A. D. Brownfield: "We have reason for concern over the kind of foreign policy our government will institute after the war, for no one has figured out how to increase imports materially without affecting American producers. Our ranges and farms have ample facilities and the capacity to produce the meat required for our civilian population. The best beef market we have is our own domestic market, and by keeping the supply in balance with the demand we will lick the post-war problem and have left only the usual problems of market gluts and drought."

* * *

H. R. Davison, vice-president, American Meat Institute: "One very encouraging and very positive reason for optimism over the future is apparent. That reason is that the American public will buy all the beef it can get in preference to almost any other food when it has the income with which to gratify its appetite."

* * *

Dr. Eric Englund, Department of Agriculture, Washington, D. C.: "European countries will be very short in purchasing power when the war is over and their standard of living is likely to be relatively low for some time. Their governments, therefore, are likely to adopt measures to stimulate local production of food and to discourage imports, as they will desire to save foreign exchange for meeting other needs which they may consider even more urgent than the need for more meat in the diet of their people. . . . It is doubtful if the United States livestock producer can look forward with encouragement to any sizable export market for his meat products."

Col. Rohland A. Isker, office of quartermaster general, Washington, D. C.: "This war has developed mobile armies. When an army is on the move it can carry with it only the very essentials; that is, only the weapons to fight the battle. . . . Food is just as important to a task force as ammunition."

* * *

Wayland Hopley, feeder of Atlantic, Ia.: "Unless Congress asserts itself and takes steps to stop the bureaucratic directives that are being issued by various bureaus in Washington to the food producers of this country, we are headed for a real shortage of beef. The cattle feeders find themselves in a state of chaos and confusion and are more confounded each time a directive comes from Washington concerning the meat problem."

* * *

Executive Secretary F. E. Mollin: "Some fears have been expressed that with the heavy marketing of the past year there is danger that we will unduly reduce our cattle numbers and leave ourselves in a vulnerable position when the war is over—a position that would be favorable to those who are constantly seeking to break down our sanitary embargo against imports from countries where foot-and-mouth disease exists. It does not seem to me that we are yet in a position to justify such fears. . . . We can continue marketing at somewhere near the rate of 1944 for at least two more years and still have in the neighborhood of 75,000,000 cattle on hand. . . . Everything would indicate that we can safely do our best to comply with that (WFA) request and at the same time be getting ourselves in better shape to meet post-war conditions."

Quantitative data on the wartime changes in food production in eastern European countries are less reliable than those for western Europe. However, preliminary indications are that in Greece the percentage decline in food output was somewhat greater than in western Europe, whereas in the Balkan countries other than Greece the decline was less.

The 1944 harvest in continental Europe has apparently been poorer than the sub-normal harvests of 1942 and 1943. Weather conditions during the fifth growing and harvesting period of this war were not sufficiently favorable to compensate for the increased strain on production caused by continued and, in some cases, severer shortages of labor, fertilizer, draft power and machinery. Preliminary estimates indicate a decline in grain output and in sugar beet production, and a potato crop little if any larger than in 1943 when central Europe and parts of western Europe had a very short crop. Efforts were made to expand the oilseed acreage but yields over large areas were disappointing. The output of olive oil from 1944 production in southern and southeastern Europe will be considerably below the average production of the two previous years. Milk production and especially the production of other livestock products in 1944-45 continued at the relatively low levels of the past two years.

European Food Situation By Countries

Since the shift from feed crops and livestock to food crops in Europe probably has reached its practical limit, any further decline in farm production is almost certain to result in a reduced supply of human food, during 1944-45. At present levels of production and with the curtailment of imports, per capita consumption of food in continental Europe now averages not more than from 85 to 90 per cent of pre-war, with a drastic curtailment in the qualitative composition of food supplies.

Among individual countries and population groups, conditions vary widely. The decline in average per capita consumption has been especially marked in Norway and Belgium, which were only about 50 per cent self-sufficient before the war. In Greece and France, supplies were diminished not only by a sharp cut in imports but also by a drop in food production and by shipments to Germany.

Throughout the Continent, the farm population for the most part has been fed at or near pre-war levels. In a number of countries, notably France and Italy, a significant proportion of the non-farm population was able to supplement the scanty ration by securing additional food through the black market and from relatives and friends in the country. The burden of the existing shortages has thus fallen mainly on the low-income urban groups. There are millions of people in France, Bel-

gium, Norway, Italy, Spain, Yugoslavia, Greece and Poland whose average caloric intake is less than 75 per cent of the normal pre-war level.

Germany will undoubtedly have a smaller supply of food in 1944-45 than

in 1943-44. Production on the whole is smaller, and her takings from other countries have been sharply reduced compared with last season. In previous years diversion of production from feed to food crops has offset the reduction

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in agricultural output. In 1943-44 net imports and requisitions from other countries amounted to perhaps 12 per cent of the total food consumed in Germany and by Germany's armed forces. With the loss of territory in the past year, Germany's takings in 1944-45 will be much smaller than in 1943-44; and the discontinuance of food shipments from Germany to Finland, Belgium and possibly Norway will compensate for only a part of this loss. If Germany during 1944-45 had to live exclusively on its current production of food, the average caloric intake would have to be reduced by about 15 per cent. Available information does not disclose the extent to which Germany may have built up stocks of food while she was in a position to draw upon occupied areas. Be this as it may, authorities on the German food situation agree that the food position of that country has been and is stronger than in the last war.

United Kingdom. The United Kingdom is normally the world's largest importer of foodstuffs and in pre-war years imported about two-thirds of its total caloric supply of food. With the outbreak of war, it was necessary to use as much shipping space as possible for war materials and an intensive program was carried out to increase the production of food, particularly the more bulky food products, and thus save shipping space. The acreage planted to crops was increased about 50 per cent. Numbers of hogs and poultry were greatly reduced and cattle feeding for beef was also restricted, but milk production was maintained at about pre-war levels with a marked increase in the amount of milk retained for consumption as fluid milk. These adjustments made the United Kingdom much more dependent on foreign supplies of meats, eggs, butter and cheese but greatly increased the proportion of wheat, vegetables and sugar obtained from domestic production. United Kingdom food production as a whole in 1942-43, measured in calories, was about 70 per cent above the pre-war level.

The Soviet Union. Crop production in the Soviet Union in 1944 was somewhat larger than in 1942 and 1943 but was still considerably below the pre-war average. By the end of last summer, the Soviet Union had completely reoccupied its invaded territory, which included about 40 per cent of its pre-war crop acreage. There is, however, a time gap between liberation and the recovery of agricultural production. The shortage of draft power in the liberated regions is very severe. The number of tractors in the Ukraine decreased by almost 60 per cent during the period of German occupation. Still, in the area previously occupied by the Germans, about two-thirds of the pre-war acreage was planted to crops in 1944. More time will be required to restore the severe livestock losses in the liberated regions. Although the season beginning in the

AMERICAN NATIONAL CONVENTIONALITIES

his son Eugene, (the latter has written several articles for the PRODUCER) reported weather around Cimarron was fine, as warm as that in Denver but perhaps a little dry.

* * *

The convention crowd was only slightly smaller than a year ago in spite of travel conditions. However, there were not so many stockmen's wives—perhaps because, as one stockman put it, "It's twice the expense and only half the fun!"

* * *

We gathered from Wayland Hopley, cattle feeder of Atlantic, Ia., and speaker on the last convention day, that feeders don't like live cattle ceilings any better than do the producers.

* * *

A. W. Cook, supervising forecaster of the Weather Bureau's Denver forecast district, gave a good talk on the bureau's livestock warning service and furnished the best of springlike weather for the three-day convention.

* * *

A ramble through the convention rooms brought glimpses of delegates attending from far-flung points: Jidge Tippet of Enterprise, Ore.; A. Rowley Babcock of Moore, Ida., who stops in at the association offices whenever he goes through Denver; L. C. Montgomery of Heber, Utah, the president of that state's cattle and horse association and quite active in the solving of livestock problems both local and national; Mr. and Mrs. Herman Oliver of John Day, Ore. In the group from Texas were John C. Burns, executive committee member from Fort Worth; L. B. Merchant of Dallas; Holman Cartwright of Dinero; H. L. Kokernot, Jr., of Alpine; Hayes Mitchell of Marfa; J. M. Reynolds, Fort Worth; Joe B. Mathews, Albany; Jack Mansfield, San Angelo; Roy Parks, Midland; Jack Farmer, Albany.

* * *

Mr. and Mrs. Wm. B. Wright came on from Deeth, Nev. Mr. Wright, energetic first vice-president of the American National, headed his state's group, which included George W. and Roger Smith of Arthur, and Walter Gilmer of Wells, president of the Nevada State Cattle Association.

* * *

Ray Kalkbrenner of Rapid City, S. D.; R. V. Broadhurst of Salt Lake City, Utah; Horace Hening and Mrs. Hening from Albuquerque, N. M.; Will J. Miller, Topeka, Kan., and W. A. Johnson, Alliance, Neb., attended the secretaries' breakfast on the closing day. Guests included also Mrs. M. A. Black and Miss Kay Ryan of the association office staff. Mrs. Betty Lou Balderson, third member of the group who assisted at the convention, was absent.

Everyone at the convention missed the presence of some of the older stockmen always active in debate—Charles A. Myers, Evanston, Wyo., who was ill; the late Charles E. Collins, Kit Carson, Colo.; Capt. B. C. Mossman, formerly of Roswell, N. M., now in California; and Tom Jones, Midland, S. D., who lost his wife just before the convention. Missed also was Fred Beier, government livestock statistician, absent because of the death of his mother in Idaho.

* * *

Save your PRODUCER. We like the way they measure paper in connection with recent paper salvage drives at local schools, for purposes of awarding P. T. (Paper-Trooper) badges to the kids. Magazines get twice the rating of newspapers in computing the awards. . . . This is heartening to the editor!

* * *

Will J. Miller, secretary of the Kansas Livestock Association, reported three days of rain up around Topeka, Kan., headquarter city of his association. A good sport, Bill took part in a brief whirlwind performance with a member of a professional roller skating troupe that was part of the floor show; he was applauded not only for his sportsmanship but for being able to stand the pace.

* * *

The keenest kind of interest was shown in Frank S. Boice's report of work of the National Live Stock Tax Committee, of which he is chairman. He reported on the new ruling on the constant inventory method of reporting for income tax purposes, and mentioned the expected ruling on capital gains classification for certain breeding stock. (See story on Page 38.)

* * *

Chris Abbott arrived a little ahead of convention opening time, from Hyannis, Neb., with Mrs. Abbott. Also from Hyannis came Earl Monahan. Other Nebraskans included Sam R. McKelvie of Valentine; Mr. and Mrs. Thomas F. Arnold of Nenzel; E. H. Boyd, former president of the Nebraska association; Irwin Adamson, the present president, and W. A. Johnson, the state association secretary.

* * *

Jerome Eddy, Prescott, Ariz., presented to the association the 12th \$1,000 check for the Yavapai cattle growers of Yavapai County, Ariz. Huling Means presented a check for the New Mexico Cattle Growers' Association for \$1,000.

* * *

Three Arizona senators—President Norman Fain of the Arizona association, John Babbitt and Steve Bixby—flew to Denver for the national convention under the auspices of a lady pilot. Last reports had them safely back at their respective homes.

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spring of 1944 had a late start, growing conditions in most regions of the Soviet Union were more favorable than in 1943 when a large area was affected by a serious drought. As a result of the increased acreage and better weather conditions, larger crops of grain, sugar beet, sunflower seed and potatoes could be expected in 1944 than during the two preceding years. But the problem of harvesting the crops without severe losses has been difficult.

The reported increase of 22,000,000 acres, over the 1943 grain area of both invaded and uninvaded Soviet Union, should return at least about 5,000,000 short tons of additional grain, and this should ease the bread situation. Furthermore, whatever the quantities harvested this year, they will not be diminished by German requisitions as during the past three years. The Russians will also have at their disposal the surpluses of the Danubian countries, which surpluses formerly went to Germany. Another favorable factor is the reported increase in the number of small garden plots of city workers from more than 10,000,000 in 1943 to no less than 15,000,000 in 1944, with a beneficial effect on the urban food situation. A shortage of fats, meats and dairy products is expected, however, to continue during 1944-45.

World Production of Principal Commodities. The above regional survey of food production was based chiefly upon changes in output in 30 countries, most of which have fairly adequate data on production. In several countries estimates of production are available for only a few of the more important crops. Among these are included important countries—the Soviet Union, Occupied China, Netherlands East Indies and some other areas — where agriculture has been severely affected by the war. When the production in these countries is taken into account, indications are that the total world production of bread grains (wheat and rye) has been maintained at about pre-war levels.

In India and in the unoccupied areas of China, rice production in 1943-44 averaged slightly higher than before the war but it is believed to have declined in Burma and other areas of Asia occupied by the Japanese. Sugar production in many parts of the world has been reduced, averaging in 1941 to 1944 slightly below the pre-war level. Potatoes are one of the more important food crops of Europe, and because of the unfavorable weather conditions in Europe in 1943 and 1944, world production was somewhat below the pre-war level.

These declines in world output of some important food crops have been offset in part by using a larger proportion of the production for human food and by increasing the extraction rate of cereals. These declines have also been substantially offset by a marked expansion in pulse crops (legumes) and other minor food crops. In

Europe, as well as in North America, there has been a marked expansion in the production of oil-bearing crops and a larger proportion of the vegetable oils have been diverted to food uses. There also has been some increase in the amount of feed grains used for food.

Some Post-war Price and Market Programs. There are several indications that the end of the war will be followed by many adjustments in food production in nearly all regions of the world. The extent of readjustment, however, depends in large part on the amount of international trade, and this in turn depends on trade policies of nations after the war. In those areas where production has been reduced by the war, an increase above present levels appears likely when farmers can again get fer-

tilizers, equipment, labor, etc., for a gradual return to normal production. Unless production in areas where significant expansion has taken place is readjusted to a more nearly normal pattern, the total world food production may be significantly larger than in pre-war years.

In anticipation of increased supplies of some products and possibly a reduced demand, several countries have adopted price support programs to protect their farmers against serious price declines such as occurred following World War I. In the United States price support is provided for the basic commodities for two years after the war. In addition the Stegall amendment provides for price support at not less than 90 per cent of parity for products of



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which increased production is requested to meet wartime requirements.

The United Kingdom has adopted a program to continue a high level of agricultural production during the next four years. It is contemplated that during this period there will be in that country a gradual expansion in the production of livestock and livestock products and a reduction from the high wartime output of certain crops. In order to encourage production, price supporting programs have been set up which protect farmers against price declines.

The United Kingdom also has entered into trade agreements with several Dominions. These agreements give assurances both as to the quantity of dairy and meat products which will be taken and the prices which will be paid, well into the post-war period. One of the agreements covers Australia's exportable surpluses of all classes of meat for a period of four years from Oct. 1, 1944. Prices are subject to review at the end of two years at the request of either government. A similar four-year contract has been made between the United Kingdom and New Zealand. The agreement provides for some increase in the price of meat and covers all the New Zealand surpluses available for export. Export contracts with Canada extend through 1946. Specific quantities have not been fixed but it is generally understood that the British will take all the meat available for export in 1945 and 1946.

During the war period governmental supervision of trade in international products has greatly increased. Several countries have adopted what is virtually a system of state trading with respect to many products. The extent to which such measures will be continued after the war is now uncertain and is a matter of large interest in respect to proposals for liberalizing international trade after the war.

World Food Outlook and the Livestock Producer. Having reviewed briefly the world food outlook in general, it is appropriate to direct attention to the possible bearing of this outlook on the livestock producer. As producers we are interested in our relationship to the prospective world production of food and how it may affect our interest. Livestock producers in the United States have greatly expanded production during the war period. Present indications are that the total domestic meat production in 1945, while about 10 per cent less than in 1944 because of reduced output of pork and lamb, will be about 40 per cent greater than the pre-war average.

Despite this increase in production, we have a shortage of meat. This reflects the high level of civilian purchasing power and the necessity of allocating very large quantities of meat for military requirements and for lend-lease. When the war ends and the military and lend-lease demands subside, our total meat requirements probably will be greatly reduced. Unless favor-

able foreign outlets can be found for some of our meat products American producers may be confronted with the problems of adjusting production to a lower level of demand.

As pointed out elsewhere, production of meat in the principal importing areas of the United Kingdom and continental Europe has been sharply reduced during the war period and these countries will not immediately recover from this sharp cut in livestock numbers. Undoubtedly, there will be an urgent need for meat products in Europe. But will this need be translated into a market outlet for meat products from surplus producing countries or will the people continue to live on a monotonous diet deficient in animal products as during the war period? European countries will be very short in purchasing power when the war is over and their standard of living is likely to be relatively low for some time. Their governments, therefore, are likely to adopt measures to stimulate local production of food and to discourage imports, as they will desire to save foreign exchange for meeting other needs which they may consider even more urgent than the need for more meat in the diet of their people.

Several surplus meat producing countries have already made trade agreements for marketing their surpluses in the immediate post-war period. The prices stipulated in these agreements are considerably lower than the prices now prevailing in the United States. It



Here are the principals in the National Western double sale which last month topped all others in history. Shown, left to right, are Richard C. Riggs of Catonsville, Md., and TT Triumphant 29th, the Hereford bull he purchased for \$50,000; Dan Thornton, who sold the two animals; Allen Rush and E. F. Fisher, manager and owner, respectively, of Hi-Point Farms in Michigan, and TT Regent, the other \$50,000 animal, bought by Mr. Fisher.—Photo courtesy Denver Post.

DENVER SETS RECORDS

THE fourth day of the National Western Stock Show and Sale at Denver in January saw two especially noteworthy world records topple. Two Hereford bulls were sold by Dan Thornton of the Thornton Hereford Ranch, Gunnison, Colo., for \$50,000 apiece: to E. F. Fisher, Hi-Point Farms, Romeo, Mich., who bought TT Regent; and to Richard C. Riggs, Foxhall Farms, Catonsville, Md., who became the new owner of TT Triumphant 29th. Mr. Thornton also sold a Hereford cow for \$8,500 to Bea Mar Farms, Washington Courthouse, Ohio. Previous bull record was set last summer on a \$40,000 Angus at Chicago; the old record price for a Hereford cow was \$4,000, set 13 years ago.

Representatives of the W. T. Waggoner estate at Vernon, Tex., bought a carload of 103 Hereford bulls for \$85,000, thus cracking still another sale high.

Champion Hereford of the National Western was WHR Helmsman III, belonging to the Wyoming Hereford Ranch. This bull, the 1944 reserve champion, was not for sale.

The senior champion Shorthorn bull is owned by Curtis Candy Company of Chicago; the junior champion, by Merryvale Farm, Grand View, Mo. The champion female Aberdeen-Angus was brought to the show by Howard L. McGregor, Rochester, Minn.

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is doubtful, therefore, if the United States livestock producer can look forward with encouragement to any sizable export market for his meat products.

While the longer time outlook for meats indicates the need for some adjustment to probable changes in demand, market prospects during 1945 are likely to be fully as favorable as in 1944. With the sharp curtailment in pork production and reduced supplies of lamb in 1945, there is a need for even larger marketings of cattle than the record established in 1944. Since the demand for meats after the war is likely to be below the present high levels, there seems to be good opportunity at this time of relatively high prices to adjust cattle herds to probable post-war demands.

Agriculture's Interest in World Peace. As noted earlier in this paper, this war quickly transformed the agricultural supply and market situation from one of surplus in many food products to deficits. It would be unrealistic to assume that this favorable market situation will prevail indefinitely after the war. In the vast readjustment that will have to be made from total war to peace throughout the world, our own country included, there is likely to be a reduction in the present strong demand. The recuperative power of agriculture after great wars has been abundantly demonstrated; so has the ability of agriculture to maintain and increase production in wartime, as shown in the foregoing review of wartime changes in food production.

There are now many indications that importing countries will strive to maintain after the war and even to increase their own production in order to reduce their dependence upon food imports. From the standpoint of effective utilization of productive resources throughout the world, advantageous foreign trade, and basic economic factors that determine the standard of living of peoples, this tendency to self-sufficiency is an unfavorable omen. Among the causes of this tendency toward self-sufficiency, the fear of war ranks high. Twice in a generation many nations have experienced their vital dependence upon their own food resources for survival in wartime.

The fear of war is a strong impetus to self-sufficiency, and the removal of that fear through such international arrangements as that of Dumbarton Oaks would help to make possible a lesser emphasis on self-sufficiency as an element of national security. It follows, therefore, that the exporting countries, and those producers whose market outlet depends upon foreign trade, have much at stake in post-war arrangements for peace and international security.

It would be needless to emphasize before you—you whose sons and daughters, husbands, friends and relatives are laying down their lives for victory in a bitter global war—that in this

vast problem of peace and order in the post-war world there are greater human issues at stake than market outlets. Yet it is worth while to emphasize in conclusion that unless a world order is at long last established, which will give reasonable assurance of peace, it will be very difficult to secure a desirable international adjustment in food production. By such adjustment, for which peace is a necessary prerequisite, the peoples of the world could better avail themselves, through mutually advantageous trade, of the advantages of favorable conditions for production, and thus gain for both producers and consumers the benefits of that abundant

productivity with which nature and the science and art of production have endowed the world's agriculture.

FIVE WESTERN STATES SUFFER FEWER RANGE FIRES

Stockmen and townspeople of Utah, Nevada, California, Idaho and Wyoming have been commended by Grazing Service officials at Ogden, Utah, for their efforts in reducing range fires in their states. He said that 1,500 of these men, serving as per diem guards, had aided regular fire fighting agencies in keeping down losses in lives and acreage during the 1944 season.

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CAPITAL GAINS ON SALE OF BREEDING STOCK

By Frank S. Boice, Chairman, and Stephen H. Hart, Attorney,
National Livestock Tax Committee

THERE has been great interest and considerable confusion among livestock producers, and even revenue agents, concerning the meaning of I. T. 3666 issued by the Bureau of Internal Revenue in June, 1944, concerning capital gains on sales of breeding livestock. The National Livestock Tax Committee undertook to work with the bureau in an attempt to clarify and simplify this ruling. The result has been the drafting of a further ruling which we are informed has been approved by the Bureau of Internal Revenue and will be published shortly. We have been authorized to reprint the substance of the new ruling which is not official but which will read substantially as follows:

"Method to be used by livestock raisers in determining the extent to which gains and losses from sales of breeding cattle held more than six months shall constitute capital gains and losses within the meaning of section 117(j) of the Internal Revenue Code as construed by I.T. 3666 (I.R.B. 1944-11, 19).

"Advice is requested as to the method to be employed by livestock raisers in determining the extent to which gains and losses from sales of breeding cattle held more than six months constitute capital gains and losses within the meaning of section 117(j) of the Internal Revenue Code as construed by I.T. 3666 (I.R.B. 1944-11, 19).

"The livestock producer's breeding herd is recognized by I.T. 3666 (I.R.B. 1944-11, 19) as 'property used in the trade or business' within the meaning of section 117(j). The produce of the breeding herd, however, is 'property held primarily for sale' and not subject to section 117(j). This produce in the case of cattle consists of all steers, all heifers not held for replacement in the breeding herd, and all cows and bulls not held for breeding purposes but held

for sale in the normal course of business. It is recognized that in the ordinary operation a livestock producer customarily sells from the breeding herd not only old animals, unfit for breeding, but also a certain number of animals which may be used by another operator for breeding, or may go to a feeder, or direct to slaughter. I.T. 3666 recognizes that the ordinary sales of livestock by an operator are productive of ordinary income, and abnormal sales which go to reduce the breeding herd are subject to section 117(j).

"I.T. 3666 provides 'The sale of animals culled from the breeding herd as feeder or slaughter animals in the regular course of business is not to be treated as the sale of a capital asset.' The phrase 'culled from the breeding herd' refers to the normal selection for sale of those animals which, due to injury, age, disease, or for any other reason (other than that of changing the breed or the quality of the produce) are no longer desired by the operator for breeding purposes, and also the normal selection for sale of animals for the purpose of maintaining the herd at a normal size. The test is primarily one of normal practice in the case of the particular taxpayer involved.

"Since in many cases it will be found impractical to determine accurately the normal number of animals sold from the breeding herd, the following prima facie test is provided for the guidance of livestock producers. If the number of animals sold from the breeding herd during a year exceeds the number of raised animals added to the breeding herd during the same year, it will be presumed that the excess number sold were animals held for breeding purposes, the gain or loss from which (if held more than six months) is subject to the provisions of section 117(j). Such sales go to reduce the operator's breeding

herd. Livestock purchased for the herd to improve its quality or change its breeding shall not be considered as replacing animals sold for the purpose of the foregoing test. The operator, however, who normally sells all his cattle's offspring and maintains his breeding herd through purchases shall be considered for the foregoing test as if he maintains his herd with raised animals. If the animals held for breeding which were sold cannot be identified, it will be presumed that the resulting number of the highest-priced animals sold were breeding animals and the balance 'culls.' If the number of raised animals added to the herd is greater than the number of animals unfit for breeding and sold during the year, none of the animals sold shall be considered capital assets subject to section 117(j).

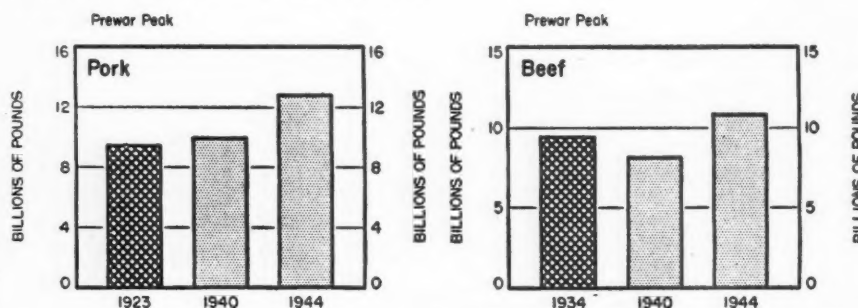
"The determination of whether an animal sold was 'held for breeding' or was a 'cull' shall be made from the point of view of the seller, and it shall in no case be determined by the purpose to which the animal is put by the purchaser. Thus, if an operator reduces his herd by abnormal sales of breeding animals, it makes no difference whether they are purchased by another operator for breeding or by a packer for slaughter. Similarly, if a producer of registered animals sells his normal production of animals to another operator who uses them for breeding purposes, they are considered his ordinary product and the gains resulting therefrom are ordinary income not subject to section 117(j). However, gains and losses from abnormal sales from such a producer's own breeding herd held more than six months are subject to section 117(j). The reasons of the operator for making abnormal sales of breeding animals held more than six months are immaterial, and the provisions of section 117(j) apply whether the animals are sold because of drought, economic circumstances or for any other cause.

"Immature animals which have been retained by an operator for breeding purposes shall be considered a part of the breeding herd. Gains and losses from normal sales of such immature animals, however, in accordance with the foregoing principles, are not subject to section 117(j). Ewe lambs and heifer yearlings held through the winter shall be presumed to be held for breeding purposes. Heifer calves shall be considered held for breeding purposes if and to the extent that the operator normally keeps such heifer calves for breeding purposes. The same principles shall apply to young females of other species and to young, unaltered males.

"I.T. 3666 further provides that, for the purposes of section 117(j), in determining the gain derived from the sale of livestock inventoried 'The basis should reflect any amount of depreciation which has been sustained and which has, in effect, been allowed in the in-

WARTIME PEAKS IN MEAT OUTPUT

Output of beef sets new highs in 1944.



From Office of War Mobilization and Reconversion.

ventory computations.' The foregoing has no application with respect to livestock inventoried on the 'farm-price method,' since such method reflects in the inventory computations the depreciation sustained and does not represent cost, nor will the foregoing be applied in the case of animals raised by an operator and inventoried by him on the 'unit-livestock-price method' (section 29.22(c)-6 of Regulations 111 as amended by T.D. 5423; Min. 5790; I.R.B. 1945-1, 37-38), because the proper salvage value generally approximates the unit livestock price used by the operator. The basis of livestock which has been carried in a capital account is subject to adjustment on account of depreciation. Also when livestock purchased for dairy or breeding purposes is included in the inventory and later sold under conditions where the sale is treated as the sale of a capital asset, the basis of such livestock on the date of sale should be adjusted to reflect depreciation sustained from date of acquisition to date of sale. Such depreciation on purchased animals should be computed by taking into account the salvage value estimated as of the date of acquisition. The basis of such purchased animals should be reduced, however, only to the extent that the operator has, in effect, received the equivalent of a deduction for depreciation through his inventory computations.

"A livestock raiser who claims that sales of his livestock during any taxable year should be treated as sales of capital assets under the provisions of section 117(j) should attach to his federal income tax return for such year a statement setting forth the necessary facts relating to the animals sold, and indicating in detail the amounts entered in the return and the items and schedules in which they are reported."

The foregoing is necessarily complex, for the provisions of law under which it is issued are abstruse; also a livestock producer's treatment of breeding animals is unique taxwise, and his operations vary widely between different sections of the country and among individuals. A careful reading of the foregoing, however, will explain the underlying theory; namely, that sales in reduction of an operator's breeding herd are treated as sales of capital assets, and ordinary sales not reducing his breeding herd are treated as producing ordinary income. The limitations of the theory should be realized, for it applies only to unusual sales.

To determine the application of the ruling to any particular situation, the full facts and the normal operations of the producer will have to be analyzed. In every case where doubt exists in the mind of a livestock operator as to his rights and obligations under the ruling, he should seek the advice of a competent tax attorney or accountant. The observations made by this article are not universally applicable, but are based on presumptions and generalities that may

not apply in an individual case. The following summary, however, might be suggested for the guidance of producers to determine whether during any taxable year any sales of livestock are to be treated as subject to the capital gains provisions and to what extent:

Summary of Ruling

1. Determine which of your animals are to be considered as part of your "breeding herd." There should be included (a) all females which normally would be bred during the taxable year; (b) all sires which normally would be used during the taxable year for breeding; (c) all ewe lambs or heifer yearlings held through the winter to be bred the following year; and (d) all heifer calves which the operator can establish as normally retained for replacement of his breeding herd. There should be excluded from the "breeding herd" all steers and wethers, all young animals normally held for sale and all old animals unfit for breeding because of age or disease.

2. The number of animals from the "breeding herd" sold during the taxable year should be compared with the number of raised animals added to the "breeding herd" as replacements during the same year. If the number of such animals sold does not exceed the raised replacements, then presumably there has been no sale of a capital asset. If, on the other hand, the number of breeding animals sold exceeds the number of replacements, the excess number sold are

presumed to be capital assets.

3. If it is so determined that some of the animals sold during the year were capital assets, the animals sold in reduction of the breeding herd should be identified if possible. Normally these would be the young breeding animals, prime cows and ewes, or two-year-old heifers and yearling ewes, if such animals were sold during the year. If the number of head sold in reduction of the breeding herd exceeds such animals identified, then a sufficient additional number of breeding animals should be used to make up the total sales of capital assets. In the absence of information to the contrary, this number should be selected from sales of animals bringing the highest price, since normally animals fit for breeding sell for higher prices than feeder or slaughter animals.

4. The profit or loss on the sale of these breeding animal capital assets in the case of operators on an inventory basis is generally the difference between the price received and the value assigned to them in the opening inventory. In the case of operators on the cash basis, it is the full sales price of raised animals and the difference between the price received and the cost of animals purchased. In the case of a profit on sale of breeding animals held over six months, only 50 per cent of the gain is taxed; losses, however, are deductible in full.

5. It makes no difference to whom the operator sells the animals or for

a popular CHAMPION

WHR HELMSMAN 3D

GRAND CHAMPION—NATIONAL WESTERN, DENVER, 1945

(He was Reserve Champion last year as a calf)

Bred, owned and shown by Wyoming Hereford Ranch



what purpose they are used by the purchaser. The reasons of the seller, also, are of no significance; the ruling applies whether he sells to go out of business or because of drought, economic circumstances or any other reason.

6. The same principles apply with respect to producers of registered stock as to those of range stock. If a producer of registered animals sells his normal production to another operator, who uses them for breeding purposes, they are considered his ordinary product, and the profits are ordinary income. Abnormal sales, however, from the registered operator's own breeding herd, which reduce it in size, are subject to the capital gains provisions.

7. It is obvious from the foregoing that livestock producers must keep accurate records of their inventories if they wish the benefits of this capital gains ruling. Such records must be kept by operators on the cash receipts and disbursements basis as well as those who use inventories in reporting in-

come. In the case of a controversy between a taxpayer and the government, the burden of proof is always on the taxpayer. A producer cannot expect to establish a case under this ruling unless he keeps accurate and full records of all transactions.

8. The ruling applies to all years subsequent to 1941. Refunds are in order for operators who reduced their herds during 1942 and 1943; and operators are safe in filing their returns for 1944 on the basis of these rulings.

TELLING THE WORLD

The Wyoming-Montana Livestock Protective Association issued recently an attractive little mailing piece to tell the folks of Sheridan County that the cattle industry there means more to those not in the business than they have suspected. It shows, for instance, that almost three-fourths of Wyoming's agri-

cultural income comes from livestock; that in 1940 livestock brought \$18,500,000 into the state and \$6,000,000 into Sheridan County; that there are 1,040 ranches in the county, "so the business is not solely in the hands of so-called 'cattle kings' and 'sheep barons';" that cattle taxes in the county alone are estimated at \$25,000, and the stockman pays both ways, "on his land and on his crop." It is suggested that new industries be sought and encouraged, "but it is wise to take care of established and prosperous ones." Manville Kendrick is president of the organization, Kenneth Cox secretary-treasurer. The circular was prepared by F. H. Sinclair of Sheridan.

* * *

An annual magazine, designed to tell the world about the Gunnison country, the Colorado Rockies and the Top-of-the-Nation State, will be launched in the spring of 1945 under the joint sponsorship of Cattlemen's Days, Inc., and the Gunnison Co. Chamber of Commerce.

American National Association Conventionalities

H. R. Davison, vice-president of the American Meat Institute, wants to see the various branches of the meat industry form a permanent committee to act for the good of the entire industry. Mr. Davison's wish, expressed in his talk before the convention, undoubtedly was fostered by the successful work of the committee of producers, packers and retailers formed early last year to untangle the utility beef problem—he had ample opportunity to see how well it worked out. Mr. Davison's wish was later backed by a resolution adopted by the convention to the same effect.

* * *

A new face at the association meetings was that of C. L. Forsling, Salt Lake City, director of grazing. Added Grazing Service representation consisted of a group including Russell Rose of Colorado; C. F. Moore of Utah; Milton W. Reid of Wyoming, and E. R. Green-slet of New Mexico. These men, several of whom we met for the first time this year, are instrumental in getting out the information which is published in the PRODUCER quarterly under the heading "Grazing Service Reports."

* * *

From R. E. Nagler, vice-president, Freezer Foods, Inc., we learned food shipments from Chicago to the Pacific Coast, packed in containers without refrigeration, arrive at destination in below-zero state, having been started out at 120 degrees below. . . . And perhaps when deep-freeze really gets going we can enjoy any food specialty we want. Even now chicken a la king goes from Chicago to Louisiana in deep freezer with a return of shrimp a la Louisiana.

* * *

We gathered from Dr. Eric Englund's splendid address on the world's food

situation that, taking the world at large, there is no great food shortage and that where in spots there is shortage it is due to two causes: (1) the war itself and the inevitable dislocations it causes, and (2) the upset in distribution caused by the war. Dr. Englund is chief agricultural economist in the Department of Agriculture's office of foreign agricultural relations.

* * *

F. E. Messersmith, Alliance Neb., attended, accompanied by Mrs. Messersmith, their son, Robert, and his (Robert's) bride.

* * *

George B. Weber and Carl Greif, both of Uniontown, Wash., thought the convention of enough importance to warrant their coming all the way from that distant state despite transportation difficulties.

* * *

David Fitzgerald of Denver, representing Cutter Laboratories, was seen circulating about the convention hall.

* * *

William G. Schultz, managing editor of The Northwest Farm News at Bellingham, Wash., airmails a request for a summary on the convention, to be used in that publication. His readers will thus reap long-distance information on the observations and discussions taking place before the cattlemen assembled in Colorado.

* * *

Paul G. Ames of Buffalo, S. D., in sending his dues for another year, writes, "Am sorry I couldn't get down to your convention this year. My 'paratrooper son' is in France, and as it is impossible to get efficient help I could not leave the cattle at this time of year." He goes on to say, "We have had a lot of snow and cold weather in this locality, but everyone has lots of

hay so livestock has done well so far—but it's taking a lot of feed."

* * *

Members who could not come to convention in many cases sent letters of regret—among them, Robert Lister of Oregon; Fred Hobart of Canadian, Tex.; W. J. Dancer, Dewey, Okla.; Geo. Cross, president of the Wyoming state senate, and Robert E. Perkins, Prescott, Ariz., who recently lost a son in action.

* * *

It was a well-photographed convention, with flashlight bulbs exploding every few minutes. One insistent newspaper photographer even interrupted the executive meeting to get what he wanted. Huling Means and Bruce Brockett (who, on the last day of the convention, put on a good-natured argument as to the relative merits of New Mexico and Arizona and the moneys contributed by each) posed for a typical western "cowboy squat" picture for one of the local newsmen.

* * *

A delegation of Forest Service men repeated their attendance of last year—Messrs. Dutton and Chapline from Washington, and C. E. Favre of Nevada. Other Forest Service men present included Mont Saunderson, research man now stationed at Denver.

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Dan Casement, Manhattan, Kan., was seen centered in a group, talking about one of his favorite subjects—the Quarter-Horse. Mr. Casement, a familiar figure at the conventions, later at the National Western had the pleasure of winning first prize in the class for 19 Hereford heifers which he then sold for \$115 each. . . . His son, Jack, of Westplains, Colo., also showed a prizewinner in an unnamed Quarter-Horse foal he entered in the show.

AMERICAN CATTLE PRODUCER

DEATHS

JOHN W. SPRINGER, a founder and first president of the National Live Stock Association, forerunner of the American National Live Stock Association, passed away Jan. 10 at Denver following many years of ill health.

Born in 1859 at Jacksonville, Ill., Mr. Springer was the son of a prominent attorney; at an early age he took the suggestion of an uncle who was a member of Congress and went to Washington to become clerk of one of the House committees. His interest in politics dated from that time. In 1896 the illness of his wife brought him to Colorado, where in 1904 he was endorsed by Republicans of the state for the office of Vice-President. Mrs. Jeannette Lotave Springer, who married Mr. Springer in 1940, survives.

Nate C. Warren

A sudden heart attack brought about the death of Nate C. Warren, 69, at his Fort Collins, Colo., home on Dec. 30. The well known banker-livestockman had served four successive terms, 1918-35, in the Colorado state senate and was at the time of his death the chairman of the Colorado state planning commission. Mr. Warren had throughout the major part of his life maintained a great interest in the livestock industry of the West; he had been a director of the Denver Union Stockyard Company and of the National Western Stock Show.

He is survived by his wife, Mrs. Eleanor Warren; a son, Charles, both of Fort Collins; two brothers, C. Brooks Warren of California and Thomas J. Warren of Fort Collins.

Mrs. Albert G. Simms

Mrs. Ruth Hanna McCormick Simms, owner of the famous Trinchera Ranch in Colorado and long prominent in national political affairs, died the last day of the old year in Chicago at the age of 64. Mrs. Simms also owned publishing interests in Rockford, Ill. Survivors include two daughters and her husband, Albert G. Simms of Albuquerque, whom she married while both were serving in the House of Congress.

William H. Donald

William H. Donald, prominent southern Montana rancher who was widely known and liked among American National members, died in mid-December at his home near Melville, Mont., after six years of ill health which four years ago forced him to retire from active work. A 1904 homesteader in his state, where he subsequently built up a large ranch, Mr. Donald was a former president of the Montana State Livestock Commission, in which he held membership for 20 years, and a long-time member of the Montana Stockgrowers' Association, of which group he was a former vice-president.

WORLD TRADE DISCUSSION

A convention debate led by Harry Terrell, Des Moines, Ia., which produced considerable give-and-take and ended with questions put by the audience to the round-table principals, stressed the importance of world trade in the peace to come. A slightly condensed version of the full discussion is printed herewith:

MR. TERRELL: The members of this panel are Dr. Cherrington, chancellor of the University of Denver, Dr. Eric Englund, chief agricultural economist, Office of Foreign Agricultural Relations, Department of Agriculture; Frank Boice, of Sonoita, Ariz., and Elmer Brock, Kaycee, Wyo.

We are rapidly becoming an industrial nation because of what we have sent abroad. They tell me in Michigan and in Minnesota that in only a few years our high-grade ore will be gone. China produces 70 per cent of the world's supply of tungsten, which is a fundamental mineral for producing the hard steel we are using in our battleship armor; and the fundamental reason why a shell goes through armor plate of a German tank is because it is harder steel. We have only about 40,000 tons left. China has over 500,000 tons.

When it comes to some of the other vital minerals we might keep in mind that we have in this country over 50,000,000 people who depend upon wages. They give to this industry the purchasing power that sustains the prices on your product.

Our sons are on every battlefield today, and the one reason they are there

is because of our necessity for having these vital materials.

I want now to present to you Dr. Cherrington, who will outline the problem we are dealing with.

DR. CHERRINGTON: In the discussion of a topic as important as this in the short time that we have, it is inevitable we shall oversimplify the issues, because this is a complex problem. It occurs to me that the situation is what we might describe as the dilemma of the four B's. The first B might symbolize bullion—money products; another B might represent the livestock industry—beef; and the third B might be sugar—beets; and the fourth B, boys.

Now, as I see it, we have given a great deal of thought over the decades out here in the West to national policy as it relates to the first three B's.

Through the years we have educated ourselves to say that there is a very vital relationship between the kind of policy followed by our federal government and the welfare of our bullion and our beef.

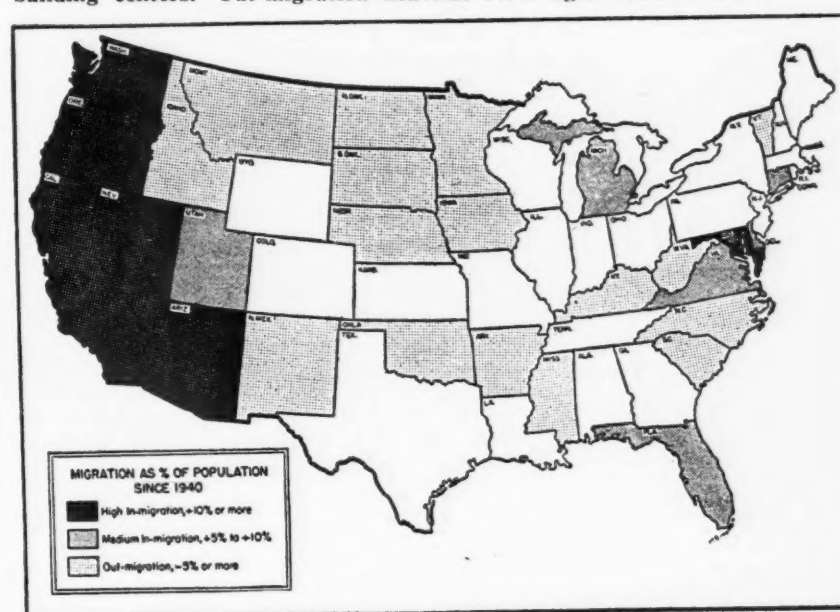
It is doubtful whether we, as a whole, have in the West given as much thought and study to the question of national policy as to the effects and welfare of our fourth product, our boys.

Twice within the lifetime of every one of us on this panel this dreadful scourge of war has come to the West and ravaged our most precious product, our boys.

And today we have hundreds of thousands of this product off killing and being killed in the ends of the earth.

CIVILIANS ON THE MARCH

Workers in search of war jobs gravitate toward coastal aircraft and ship-building centers. Out-migration heaviest from agricultural states.



From Office of War Mobilization and Reconversion.

If we could get to the matter of the causes of war and eliminate them, we could then eliminate war. And our boys when they come home could begin the pursuits of peace, and their boys and their boys' boys would not again be afflicted with the awful scourge of war.

That raises the question of whether the policies we have asked our government to follow for the protection of our first three B's have contributed to the elimination of the causes of the scourge of war or may have contributed to the causes, contributed to war itself.

That seems to me to be the heart of the issue we face—what kind of policies should we have our government follow designed to eliminate war, to protect our most precious product, our boys? What should be the relation of those policies on the part of our government, the policies we wish our government to follow for the protection of the other three B's?

Is it possible to work up a formula, to work up programs for the national welfare and in international affairs which will give protection to our three B's—beef, bullion and beets—and, on the other hand, protect from the scourge of war our boys?

MR. TERRELL: Thank you. Now I will call on Elmer Brock to continue the discussion.

MR. BROCK: Columbus was not looking for products which the Portuguese produced in abundance; he was looking for new products. We are justified in continuing that search—in looking for products we need and don't produce at home. We are not justified in destroying our own economy to salve the ailments of the world and flood our own markets with products which we can and should produce ourselves in an adequate amount.

Some people say that foreign trade is vital to a sound domestic economy. I would say, conversely, that a sound domestic economy and prosperity at home are essential to world trade. Unless you have it you cannot trade in the world to any appreciable degree. The more profits, the more progress, the stronger your economy at home, the more foreign products you can and will buy, regardless of some ordinary rules which do not work.

If there are surpluses which bother some people, I think our first effort should be to dispose of them at home.

Increasing our own standards of living—perhaps shortening hours of labor and other benefits which the consumption of surplus products will bring about—can better be attained by looking after our own domestic economy.

One of the things we are facing, whether we like it or not, is the fact that we are going to come out of this war in a world more nationalistic than we have ever seen.

Nations are already writing cartels, and if we tear down our trade barriers we will again become the dumping ground for the world, just as was the

case after the other war when we had to have a special session of Congress to pass legislation to protect our standard of living.

When we absorb or accept commodities of any countries to a point where they are more or less dependent upon us for their economic stability, that creates ill feeling and jealousy, just as it would when an individual is treated in that way.

There are two sides to trade barriers. In Buenos Aires I had an opportunity to look at the other side of the trade barriers and I found we were looking over a worse barrier down there than we had erected against them.

Those people were creating a barrier in peon labor—almost no educational standards as compared with ours, hardly a worthwhile livestock or sanitary standard or safeguards for their people—and at the same time shipping goods with those advantages into our country where we maintain higher standards, and tearing down our own standards without benefiting the people of their country one iota.

That did not make a self-supporting man out of one single peon. In fact, he was worse off than ever.

If we lower our barriers and make their products accessible that will mean the flight of American capital to other countries which behind barriers operate in such a manner as to destroy the American economy—the one that has put us in position today to feed and fortify the world.

I agree wholeheartedly with a Canadian who some time ago said: "We do have to be on guard against you all the time for some imports. It takes only a small amount of them to destroy our whole economy in agriculture." There was a time when we took a few hundred thousand Canadian cattle, in compliance with our reciprocal trade agreement, at a time when our market was already overburdened; though it was a dribble, it broke our markets on American cattle many times the total value of all the cattle we accepted from Canada.

MR. TERRELL: We will now call on Dr. Englund.

DR. ENGLUND: I would like to say, first of all, that what I say I am saying for myself only. I suppose that is an appropriate bureaucratic safeguard.

In the discussion of foreign trade we ought to recognize that there is a very large area of agreement. You can make a disagreement out of it if you look for a fight. But I am not going to look for that.

The previous speaker was kind enough to refer to the fact that we ought to produce what we can produce in abundance. Nobody disagrees with that, so far as I know, especially if you equalize a little bit.

What can you produce in abundance? You can produce in abundance that which the ability and the know-how of your

people, the technical progress you have achieved, can give you advantage in producing.

That is the reason why we have been such very strong producers of wheat in Kansas, where my good friend Dan Casement comes from, cattle in the cattle country, corn in the Corn Belt, cotton in the Cotton Belt, and so on.

We do have a natural advantage in producing a great many things, and we are more blessed in that than many other countries because of the fertility of our soil, the relative absence of inhibitions in trade, although we have been trying to build up some barriers between the states on trucking regulations.

Now, suppose you could go a little farther and erect a great tariff wall around the intermountain states. Would we be more prosperous in the intermountain states? What would it do for our market back East if we should say, "We do not want to import any automobiles from Michigan. We can manufacture them here if we put up protection enough."

Of course, you could. But to whom would you sell your beef? Suppose we did try to be perfectly ridiculous and say that we could raise bananas here. As a matter of fact you can. I have seen bananas growing in Pennsylvania. You can grow them if you protect them sufficiently against cold weather.

In other words, I can agree if we say we should produce that which we can produce in great abundance, providing that we don't try to make abundance out of something that costs us too much to produce.

But if we can import it more cheaply from some place else; if you can sell beef to Detroit and import automobiles from Detroit, I dare say that the beef country out here can be made better off with such a bargain.

Then, that same idea holds true to some extent with countries. Let us see if we cannot find a common area of agreement.

Another thing that we should try to agree on is that it is not all one way, it is not all one way or another. It is not what free trade or what hidebound heavy protection will avail. There is a middle ground somewhere. Nobody with any practical sense that I know of advocates a sudden, universal free trade, with elimination of all barriers. Obviously, there would be shocks and strains that would do much damage to many countries' economy.

Let us remember that in the inter-war period—I mean the period between the two world wars—we had the largest protection, the highest tariffs the world over, that the world has ever seen since about the 16th century. In that inter-war period we had the longest and the deepest depression, the greatest unemployment we have ever had.

I am not saying that the high tariffs brought about all of that catastrophe

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in our economy and the economy of other countries, but I would submit that we should reflect upon that—as to whether more protection, more tariffs, more restrictions are the things that will bring and assure us of prosperity. It did not the last time. Perhaps it would be a good thing to examine the potency of the medicine that we took right after the last war and see if we might not jolly well try something else.

I am not saying these high protections and restrictions brought about all these troubles. I am saying that they did not prevent them. We know that.

So, I think we can agree pretty well on this whole thing if we would take the middle of the road. As the speaker said, let us produce what we are able to produce in abundance and advantageously and cheaply.

Another thing I would like to examine is this: Do you bring into our country from abroad a standard of living of the peons when you import something that the foreign peons produce? That is taken as a universal fact without any examination of it, I am afraid.

Friends, I have seen rice produced with a hoe. I used to grow rice in Texas. And we had the equipment to do it with, and I would get on a binder behind a span of mules, and how we would muck it down! In planting rice, we had drills, and how we would poke the seed in the ground!

Let us look back into the land of the peons where, in his rice patch, he pulls up the plant, sets it in the mud and pats the mud around it; pulls up another and sets it out, and so on. He is the peon with nothing to work with except his hands.

Our labor is harnessed with mechanized equipment, with scientific skill. The peon is no competitor with the highly paid American laborer, because with our skill—and I am including everything, I am still pleading for the middle of the road but I am pleading against the assumption that the foreign peon and the highly skilled American workman, whether in agriculture or industry, are on a par in the degree of efficiency or production—one of our men getting high wages can knock the shirt off the peon, because our highly paid workman is more efficient, does more in a day. That is not true in everything.

Let us look to this situation: If the other fellow has something he can sell us more cheaply than we can produce ourselves and if we can send him something that we have a great advantage over him in producing, then I think we can trade to our mutual advantage.

MR. TERRELL: Thank you. Now I am going to call on Frank Boice.

MR. BOICE: I do not know a very good answer to any of the problems that have been presented here this morning. I suppose my function here is, to present a great, big questionmark that we have in our minds as to what is the future of foreign trade. What effect

is it going to have on us?

When I was in school I was exposed to the trade theories that Dr. Englund has so beautifully stated here, and to a certain extent those theories took.

But after I got out of school and saw the world as it is, particularly our country as it is, I began to wonder. I came to this conclusion: that perhaps if we were starting over again, a free-trade policy or a middle-of-the-road policy, as Dr. Englund has said, would be best. But our economy is built up on a high tariff policy and that high tariff policy supports wages, land values and all other values that we have in this country.

Dr. Englund says that we should gradually bring about a reduction of tariffs. Perhaps that is right. If we could start now and set a course that we could follow consistently for 50 years, perhaps that would be right. But tariff policies involve dollars and cents, too. And another thing, voters are involved in tariff policies.

Tariff policies are determined by Congress, and if you can remember any consistent policy followed by Congress. I will be glad to know about it.

They talk about getting off the tariff. How do we get off the tariff? I don't know. We are there, and we have to face it.

The question that comes to my mind is, can we consume in this country all we produce? That I seriously doubt. Some of our products have to go somewhere else. And, when our production goes out, we have to be paid, and we have

to be paid eventually in goods.

Now, I think the trouble is that fundamentally we are such a wonderful country, our productive capacity is so high, our natural resources are so great that we do not need the abundance, the goods that the world produces outside the United States.

And so, in attempting to discover a solution to this problem, I run into a dead end every time I start.

I remember the period after the last war. Foreign trade at that time was, I believe, at the highest figure, around five billion dollars—in that neighborhood—and we did not get paid for it, in the main. It was financed largely by credit, and the credit to a very large extent was defaulted.

There is a proposal now that in connection with 60,000,000 jobs we should have a foreign trade of 15 billion dollars yearly. That is three times, as I understand it, larger than any foreign trade we have ever had before.

Now, I will ask this: How are we going to get that paid for? What are we going to take? We produce in abundance and cheaply too many things. Perhaps it is idle to go ahead with these questions to which I see no answer. I am merely outlining a few of them as I see them. I seriously doubt if we can consume our products, and I do not see any way in the world that we can export them and get paid for the products.

Now, if I voice some of the skepticism that you have in your mind, perhaps I have done my part. I have in mind this



A champ among champions—WHR Helmsman 3d, the grand champion of the 1945 National Western Stock Show at Denver. This bull, bred, owned and shown by Wyoming Hereford Ranch, Cheyenne, Wyo., was reserve champion last year as a calf.

thought—and I think we should face it—that this nation is becoming more and more an industrialized nation; agricultural groups are becoming smaller and smaller. Perhaps we are drifting slowly to the place where agriculture will not get its just dues.

If we export more and more industrial products, I am very fearful that the pay will be in agricultural products, and we have them in abundance now.

I think we must face inevitably the fact that tariffs are coming down because of the larger interests of the consuming public and the manufacturing groups. I think it is coming and I think we might just as well get ready for it. If that is true and if we expect reasonably to hold our own as agricultural groups, then we must be reasonable, because unless we are reasonable we can attract no support from any other group. And we cannot carry the ball alone.

MR. TERRELL: Are there any questions that you care to ask of one another before we throw the meeting open to the audience?

MR. BROCK: Mr. Chairman, I have put down some questions or points:

1. I will agree that whenever opportunities in all countries are equal, when their standards of living are equal, when we have a stable exchange, then we do not need tariffs anywhere in the world. But that millennium has not yet arrived.

2. There is a misconception in the minds of many people concerning the position of the United States with respect to tariffs. In 1934 the United States ranked 12th in the list of nations in tariffs. In 1937 it ranked 13th. Since that time chaos does not give us a chance to give it a fair rating.

3. If export business and world trade is the millennium, why did we go through the depression? We had a favorable trade balance practically the entire time of the depression.

4. They produce beef in Argentina more profitably than we can when they sell a steer at \$3.50 per hundred on foot. They have modern machinery and they have many things, but they also have an antiquated form of government that dates back to the Middle Ages.

5. If we grant those people any advantage at all, we have the right to demand, in return, that the benefits shall accrue to all peons and raise their standards to the place where they will have a buying power that will give them the power of reciprocity. Unless we do that we have given away our own standards of living.

MR. TERRELL: Would you like to have Dr. Englund reply?

MR. BROCK: If he cares to.

MR. TERRELL: All right, Dr. Englund.

DR. ENGLUND: Well, there was no indictment of any particular government in what I said about high tariffs. What I said was true the world over.

I was very much interested in the

statement that we would need no tariffs if standards of living were the same the world over. I wonder if we should then eliminate tariffs between ourselves and those countries of the world whose standards are pretty close to our own? How about the standards in New Zealand and Britain? Should we eliminate the tariffs between ourselves and New Zealand? What will cattle or dairy men say about that? Should we eliminate tariffs between ourselves and Sweden, whose standards in normal times compare favorably with ours? That is an important avenue of questions.

It was said just now that the tariff could not have done any damage in the inter-war period when we had a "favorable balance of trade." That question bears a great deal of examination.

The difficulty in the term "favorable balance of trade" is that we refer to private economy and to the national and social economy without shifting gears in between. We apply the same line of reasoning.

A "favorable balance of trade" as used in economic language means that a nation sells more than it buys. Of course we did that in the inter-war period. We sold more than we bought and at the same time hoped to collect debts owed us.

But what did that do for us? It was pointed out that we sold for IOU's, many of which have not been collected. We sold more than we bought and got in return the world's gold buried at Fort Knox, Ky. We had, in fact, accumulated, I understand, about 80 per cent of the world's monetary gold. We imported it in the favorable balance of trade. What has been accomplished? Whose standard of living was raised by that?

I am not now questioning the gold standard, the desirability of having enough to support the gold standard. But wouldn't it have been a good idea, perhaps, to have imported some kinds of goods instead of quite so much gold?

MR. F. E. MOLLIN: Referring to the statement made by Dr. Englund concerning the middle-of-the-road policy, assuming the tariff in the Hawley-Smoot tariff act was a high tariff, I think we might say that cutting that tariff in two through reciprocal trade would be a middle-of-the-road policy. But the administration is not willing to stop there. It wants to go on down.

MR. TERRELL: Now, let us have some questions from the audience.

HUBBARD RUSSELL: I would like to ask the doctor and the professors, including Professors Brock and Boice, if it is not true that until the Hawley-Smoot tariff act became effective the producer of agricultural commodities had very little protection.

MR. TERRELL: Professor Brock might answer that question.

MR. RUSSELL: Either one is all right with me.

MR. BROCK: I would say we had an inadequate protection. Our protection started with the Emergency Tariff Act of 1921. The Fordney-McCumber tariff increased it and the Hawley-Smoot tariff was still higher. But until the Smoot-Hawley tariff act was passed, I would say agricultural production was inadequately protected.

MR. RUSSELL: In other words, agriculture took up the slack for industry?

MR. BROCK: Yes, agriculture had been traded off for the benefit of industry.

A VOICE FROM THE FLOOR: In time of war, as now, when we are confronted with robot bombs and rockets, isn't it wise that we should take steps to protect our industry for future wars, such as protecting ourselves against robot bombs? We do not know what country we may go to war with in the future. I think we have to think of it from that angle.

MR. TERRELL: To whom did you direct that question?

THE SAME VOICE FROM THE FLOOR: To the doctor from Washington.

DR. ENGLUND: I think the question asked by the gentleman from the floor is a very good one, indeed. I would like to refer back to what I attempted to say this morning, that if we assume that war is inevitable, that nothing can be done by international arrangements to reduce the likelihood of war, that question will confront us strongly.

I believe we are going to see a great deal more of the issue from the standpoint of national security in time of war as against national advantage on strictly economic standards. If we as a people come to the conclusion that on foreign commodities we will accept an economic disadvantage in order to gain an assurance as to vital commodities in time of war, we are likely to choose the latter. If the likelihood of another war is in the minds of the people of the world after this war, they are going to drive for greater self-sufficiency, even with much higher cost.

We are confronted with the issues: An economic disadvantage and some degree of security obtained from having within our reach in time of war a vitally necessary raw material.

As to the reference to robot bombs, I do not know how to comment on that except to say that those developments indicate more and more the vital importance of tackling in earnest the question of how to harness the inventive ability of man in the direction of peace. As to whether the trend is going to continue in the direction of robot bombs and all that it implies, I have no forecast to make. But of one thing I am sure: So long as the likelihood of the possibility of war exists, we must be prepared.

MR. TERRELL: I will ask Dr. Cherrington for a word.

DR. CHERRINGTON: I think that ques-

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tioner has done us a real service. It seems to me that you no longer can carry on a discussion in a pre-war mood without having it turn militaristic. A good deal of this discussion has been pre-war in its setting. All other questions are subsidiary to this question: Shall we find ourselves reaching out for the future security of this country? That is what I meant by my reference a little while ago to our boys.

If you and I become convinced that the next world war is inevitable, then the logic of our thinking would make us move rapidly toward a closed economy, building up everything that we need to hold out in a long, ghastly war.

That would not have much to do with world trade. That might cut the world into two blocks, Russia and America, if that should come to pass I think we farmers would benefit on the material side. If war has to come, I think we would get higher prices for our production. But who of us wants to sur-

render the individualism so priceless to us that would be necessary in a totalitarian state? Therefore, how can we discuss these matters until there has been resolved the question of world trade in its broader phase of national security? We have to think of it in terms of security, and that does not mean we cannot think of it in terms of prosperity, too.

Can we have prosperity for our respective industries and, at the same time, integrate the policies we follow in giving us the kind of policy that will give us some assurance of a stabilized, peaceful world? It seems irrelevant to discuss it in terms of domestic policy; we must consider it in terms of world trade.

We will have to work out some kind of formula whereby those people in the world who have to have trade can trade but can do it in such a way as not to lower our standard of living or jeopardize our industries.

MR. BROCK: I would like to ask Dr. Cherrington if he cares to comment on the results of progress made along the lines of the reciprocal trade act.

DR. CHERRINGTON: I am not enough of a student of that really to answer it, if an answer means anything. My impression is they have worked out pretty well. They have not amounted to very much. But, on the whole, they suggest possibly the procedure we should follow.

MR. MOLLIN: I think there are two great mistakes in the reciprocal trade program.

First, it did not confine the commodities to the country which was the principal source of import of the commodity. If they could not make a trade agreement with the principal source, then they made it with some other country which was not one of the main producers of that commodity and, thereby, got little advantage from trading off our market.

And, then, in every trade agreement that was made, the benefits under that

SOME POINTERS ON AN OLD ART






Preparation of meat for the table is one of the oldest of the household arts. Methods of meat cookery have been handed down from one generation to another.

The National Live Stock and Meat Board points out that within the past quarter century intensive studies carried on at colleges and universities have revealed much new information, showing how to prepare meat so as to bring out its full goodness and flavor. Such information has taken the guess-work out of meat cookery and placed it on a scientific basis.

These meat cookery studies have proved that no matter what method of cooking is used, best results are obtained with a low temperature. Among the advantages of low-temperature cookery are a decrease in cooking losses, more servings and a more tender, juicier, more palatable meat dish.

The table here shown gives the cuts of beef, veal, pork and lamb suitable for the various methods of cooking, according to the meat board.

HOUSEWIFE'S MEAT COOKERY GUIDE

COOKING METHODS	BEEF CUTS	VEAL CUTS	PORK CUTS	LAMB CUTS	VARIETY MEATS
 ROASTING	Standing Rib Rolled Rib Sirloin Chuck Ribs (high quality) Rump (high quality) Round (high quality) Loaf	Rolled Shoulder Cushion Shoulder Arm Roast Blade Roast Rib Loin Rump Leg	Loin Rolled Shoulder Cushion Shoulder Fresh Ham (pork leg) Smoked Picnic Smoked Shoulder Butt Smoked Ham Sausages Sliced Salt Pork	Cushion Shoulder Rolled Shoulder Breast with Pocket Rolled Breast Rack	Liver (beef-veal pork-lamb)
 BROILING and PANBROILING	Rib Steaks Club Steaks T-Bone Steaks Porterhouse Steaks Sirloin Steaks Chuck Steaks (high quality) Rump Steaks (high quality) Patties	Veal is not broiled or pan-broiled	Fresh pork is not broiled or pan- broiled Smoked Ham Slices Sliced Bacon Sliced Canadian Style Bacon Smoked Shoulder Butt Slices Sliced Salt Pork	Rib Chops Loin Chops Shoulder (arm and blade) Leg Steaks Patties Choplets (from breast stuffed with ground lamb)	Liver (veal-lamb) Kidney (lamb) Sweetbreads (beef- veal-lamb)
 FRYING	Thin Steaks (tender or pounded) Patties	Chops Cutlets Steaks Patties	Chops Sausage	Thin Chops	Liver (all kinds if cut thin) Tripe (after pre- cooking in water) Sweetbreads Brains
 BRAISING	Chuck (arm and blade) Rump Round Heel of Round Brisket Plate Short Ribs Flank Shanks Ox-joints	Breast Rib Chops Loin Chops Shoulder Steaks Cutlets Patties	Rib Chops Loin Chops Shoulder Chops or Steaks Fresh Ham Slices	Breast Neck Slices Shanks Riblets	Liver (beef-pork) Kidney (beef-veal- pork) Heart (beef-veal- pork-lamb) Tripe (beef) Sweetbreads (beef- veal-lamb)
 SIMMERING COOKING IN WATER	Neck Shank Plate Brisket Flank Heel of Round Ox-joints Corned Beef	Neck Shoulder Shanks Flank	Hocks Shanks Feet Backbones Neck Bones Spareribs Smoked Picnic Smoked Shoulder Butt Smoked Ham Shanks Smoked Spareribs Smoked Hocks	Neck Steaks Shoulder Breast	Kidney (beef-veal- pork-lamb) Heart (beef-veal- pork-lamb) Tongue (beef-veal- pork-lamb) Tripe (beef) Sweetbreads (for pre-cooking) Brains (for pre-cooking)

agreement were made available to the world at large. Where a country of secondary importance made a trade agreement—not one of the main importers of commodities covered in the agreement—it got the benefit of the trade agreement and gave no advantage to us in return.

This program was carried out largely in the spirit of lowering the tariff. We got no benefit from that.

MR. TERRELL: Gentlemen, I will have to close this discussion. The chief thing this discussion has accomplished today is to demonstrate the fact that we are dealing with a difficult and complex problem, and it is a challenge to each of us to give thorough study to those fundamental problems that are confronting this nation and the world at the present time.

MR. RUSSELL: Previous to the war I heard it said that this matter could not be trusted to Congress; that we must have a separate commission to make the agreements. I believe all the producers of cattle and agriculture believe in reciprocal trade when it is mutually beneficial. But we want it done out in the open.

MR. TERRELL: Thank you, Mr. Russell. The chair is now turned back to Mr. Brownfield.

PRESIDENT BROWNFIELD: Let us hope that we will profit by our experience in the past.

OPPOSITION TO THE CATTLE CEILING ORDER

INDICATIVE of the view taken generally by cattlemen of the imposition of live animal ceilings are the words of President A. D. Brownfield, who, in his convention address at Denver, (See page 13) went into the background and the highlights of the cattle price ceilings. The proposal had been fought repeatedly on the ground that it was unnecessary and would upset the country's livestock marketing machinery and that it is unsound in principle.

When the ceiling was finally set at \$18, instead of the originally contemplated \$17.50, Wyoming's Senator Joseph C. O'Mahoney, who had lent every cooperation in protesting the measure, wrote to Secretary F. E. Mollin, "I am hopeful that the lifting of the over-all ceiling to \$18, together with the increased subsidy will tend to keep open the market for feeding and the better class of meat."

In a radio broadcast over Washington and New York stations, Dec. 29, 1944, Senator O'Mahoney exerted a last effort to avert the placing of ceilings. Calling such ceilings "impracticable," he stated: "Cattle feeders point out that when Judge Vinson, earlier in the year, refused the request of OPA for a ceiling on live animals, the feedlots of the Corn Belt were immediately stocked with lean animals to be fattened. Now, before that process has been completed,

CONVENTIONS CURTAILED

War Mobilization Director James F. Byrnes has ruled that organizations planning to hold conventions of more than 50 persons after Feb. 1, 1945, will be required to show how the war effort would suffer if such meetings were not held. Object of the action is the relief of overburdened transportation and hotel facilities and conservation of desperately needed scarce materials and manpower. Mr. Byrnes has also asked for cancellation of all post-war trade shows and conferences and urged the public to defer non-essential trips. No enforcement measures on these moves are contemplated unless the appeal in its present form should go unheeded.

Application forms will be available at all ODT regional and district offices, most hotels, convention bureaus and the national ODT office in Washington, D. C., for use by organizations planning group meetings to be attended by more than 50 persons. The questions cover date and location of proposed meetings; attendance planned; previous frequency of meetings; average attendance at similar meetings before and during the war; from what area attendance is drawn, etc. Completed applications must be sent directly to Secretary Clare, Room 7321 Interstate Commerce Commission Bldg., Washington 25, D. C., for committee review.

the OPA desires to change the rule. The result will be that cattle feeders, in self-protection, will have to liquidate their animals so that these animals will go to the slaughter block before they have reached their full weight. That means a sacrifice of 200 to 400 pounds of meat per animal. It means less meat of the choice and good grade for the army and navy as well as for the consumer. It means that lean animals will be sold now instead of fat animals in March and April. Thus," he explained, "the total available supply of meat will be reduced and the consumers, retailers and butchers who are now calling for a ceiling on live animals will defeat their own purposes, for there can be no increased supply of meat unless the producer and the feeder put it on the market."

The senator continued, "It is not a remedy for a 'squeeze' on retailers to impose a 'squeeze' on the rancher or feeder. . . . The WFA, which has the responsibility of increasing the supply of war foods, including meat, opposes the OPA request. It has filed specific representations with Judge Vinson against the imposition of live animal ceilings because it is convinced that the program can only result in reducing the over-all supplies of meat and in expanding the black market from the retail and wholesale trade into the cattle trade where it does not now exist."

Group Activities

Two California association meetings have recently held the spotlight. A capacity attendance showed up some weeks ago for the regular semi-annual meeting of the Amador-El Dorado-Sacramento County Cattlemen's Association at Ione, to discuss problems current within the state and listen to a roster of prominent speakers—among them, Loren Bamert and Dan McKinney of the California Cattlemen's Association.

The Calaveras County Cattlemen's Association met at San Andreas and unanimously re-elected C. J. Tiscornia to the presidency. Secretary John Huberty and Treasurer Charles Snyder were also re-elected. Speakers took up the matters of the possible spread of Klamath weed and methods for the eradication of internal parasites in livestock and control of Bang's disease; Chairman Clyde Sherwood of the association's brush burning committee read the report and recommendations of his group for the organized and effective practice of controlled and planned brush burning.

* * *

An area livestock industry transportation advisory committee encompassing 16 California counties was recently set up following a meeting held by the Santa Clara County Cattlemen's Association with the ODT in San Francisco. The newly formed group will help work out the many problems confronting the livestock hauler and the livestock industry in the district. An equal number of producers, truckers and processors has been included on the committee. Representatives for the producers are Harry H. Cook of Potter Valley, Mendocino County; Howard Vaughn of Dixon; Jere W. Sheldon of Madrone, president of the Santa Clara association. Harvey L. Hansen, Santa Clara organization secretary, was elected to a similar post with the new committee.

* * *

The annual convention of the Southern Colorado Livestock Association, held Dec. 29, 1944, in Trinidad, was a well attended affair. Around 250 stockmen and their guests, including a group from Huerfano County, took part in the meeting and evening dinner-dance. On the speakers' program were Secretary F. E. Mollin of the American National Live Stock Association, Denver; Dr. B. F. Davis, secretary of the Colorado Stock Growers' and Feeders' Association, and State Veterinarian R. M. Gow, all of Denver.

* * *

The first 1945 meeting of directors of the Texas and Southwestern Cattle Raisers' Association will be held in San Antonio on Feb. 6, it is announced by the organization's secretary, Henry T. Bell. The annual meeting, scheduled for San Antonio in March, has been cancelled.

AMERICAN CATTLE PRODUCER

The Month's Markets

By H. W. French

PRONOUNCED PRICE CHANGES

Developed for cattle during the past month, and the market was unusually irregular. Supplies were rather liberal a good share of the time, although some reduction followed each period of decline. On Jan. 8, there were 27,253 cattle received at Chicago, standing as the largest January run in 18 years.

Some late price improvement left the market in rather healthy condition, and many are of the opinion that sharp breaks will occur less often in the months ahead. No run-away trade is anticipated but with more uniform demand and improved flesh conditions of most offerings buyers should support the market.

Effective Jan. 29, a live cattle ceiling price of \$18, Chicago basis, becomes effective, and will hold until July 2, when the ceiling will be cut to \$17.50. The subsidy on choice is increased by \$1, and on good by 50 cents. After July 2, the subsidy on choice will be reduced 50 cents. Previously the subsidy on choice was \$1, and on good \$1.45.

Mid-January prices at Chicago for top good and choice beef steers looked steady but were much above the low time of the month. Most of the heifers, on the other hand, were 25 to 50 cents below mid-December although there was not much change on common and medium grades. Beef cows looked mainly steady to 25 cents lower, but canners and cutters dur-



H. W. French

Shape of Things to Come?

The Borden Company is reported to be making tests on the use of square milk bottles in a few midwestern areas. Chief advantage of such bottles would lie in the fact that they could store more conveniently in refrigerators. No particular difficulty was expected to accrue to the dairy industry, since existing filling machines and bottle washers can be utilized with minor adjustments of equipment.

* * *

The as yet not fully determined uses to which the science of electronics can be put may extend in post-war days to the livestock and meat industry. The photo-electric eye, according to the National Provisioner, is practically without peer as a "counter" of livestock as well as carcasses. Focused across the killing rail, it would unerringly count the number of animals processed, and it might also prove useful in counting livestock entering or leaving pens.

ing the period advanced 50 cents. Bulls under meager supply scored 50 to 75 cents upturn, and such animals did not suffer any material weakness at any time. Calves and vealers were somewhat uneven but largely unchanged.

Average price of choice and prime steers in December, 1944, at \$17.27 stood \$1.06 higher than a year earlier, but the upturn on other grades graduated and the least advance was on common, which showed only 15 cents gain. General average for all grades was identical at \$14.87.

Percentage of choice and prime steers during the week ending Jan. 6, 1945, stood at 9 against 23 for the corresponding week in 1944. Good steers at 40.3 per cent were off 13.5 per cent, while medium at 44.8 per cent rose 24.8 per cent, common at 5.9 per cent gaining 2.7 per cent. The sharp increase in medium

grade steers indicates that many short-feds were marketed, but weather conditions may have been more responsible than any other cause.

Because of severe temperature changes in the Midwest cattle have not been gaining to any extent, and many are unwilling to hold their cattle back. In many of the western areas the early winter weather has been ideal; livestock is in good condition and has not been sent to market with any unusual speed although some increase in the marketing of grain feds has been reported.

Early in the period under review a few loads of choice to prime steers sold up to \$18 at Chicago and other choice loads then sold at \$17.25 to \$17.75. Later, some choice to prime Colorados scored \$17.85, and then the market dropped so that the number of steers selling above \$17 was very limited, but at the close in

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a slightly improved trade strictly choice 1,025-pound yearlings made \$17.50. In the main heavy steers did not have finish enough to get to the top figures, especially with most buyers after the long yearlings and lighter cattle.

Good to choice steers sold largely at \$14.75 to \$16.75, and many of the medium to good short-feds cleared at \$13.50 to \$14, some landing at \$13 and below. Mixed yearlings topped at \$16.50 but no straight heifers passed \$16.25 and most of the good to choice went at \$14 to \$15.75. Good heavy cows frequently made \$14 and some reached \$14.50, while Colorados sold as high at \$14.25. Medium to good cows bulked at \$10.50 to \$13, and strong-weight cutters often sold at \$8 and higher, very few canners going below \$6.50.

Medium to good sausage bulls late bulked at \$10.50 to \$13 but some good heavy offerings were reported at \$13.25

to \$13.75. Good beef bulls were most numerous at \$13.50 to \$14, best scoring a practical top of \$14.50. It was usually easy to obtain \$15.50 for choice vealers although there was a short period during which hardly any passed \$15.

Cattle on Feed

The number of cattle on feed on Jan. 1, as reported by the Department of Agriculture, was about 5 per cent larger than a year ago. The estimated total stood at 4,173,000 against 3,967,000 a year earlier and 4,445,000, the all-time record on Jan. 1, 1943. In the 12 Corn Belt states the estimated number was 3,373,000, up 6 per cent from last year, 5 per cent below 1943, but larger than in any other year. The number outside of the Corn Belt was placed at 800,000, up 2 per cent from a year earlier. The total of 520,000 in the 11 western states was 3 per cent smaller than a year ago.

Reports on intended marketings this

year show that 42 per cent will be marketed during the first three months against 46 per cent in the first quarter of 1944 and a 10-year average of 37 per cent. There is a material increase in cattle from 600 to 900 pounds, a moderate increase in those under 600 pounds, but a decrease in those from 1,100 pounds up, and also in the 900- to 1,100-pound weight group.

Demand for replacement cattle at Chicago and some of the other midwestern markets was not very extensive during the past month but bad weather had a slackening influence. In the Denver area the outlet continued broad as many northern Colorado men are still filling their feedlots. Stocker and feeder steer prices at Chicago at mid-January were largely 25 cents below a month earlier, while the tendency was stronger on she stock for replacement purposes as compared with a 50-cent to \$1 decline for feeder calves.

Average price of replacement steers at Chicago for the week of Jan. 5, at \$10.79 compared with \$11.19 a year ago, while the figures for Kansas City stood at \$11.74 and \$11.09, respectively. Omaha reported an average of \$12.02 against \$11.20 a year earlier, with St. Paul showing \$11 and \$9.60, respectively.

It was largely a \$9.25 to \$11 market for the common to medium stocker and feeder steers at Chicago and the good to choice usually scored \$12 to \$13 although some buyers showed no interest around the outside figure. Some very meaty steers with weight went out at \$13.25 to \$13.75 and some already suitable for slaughter reached \$14.25. One string of 769-pound Mexican-bred southwestern steers went at \$9.75, and many claimed that choice steers now bringing \$13 were as desirable as those last November at \$14.25.

Corn supplies for 1944-45 will be larger than last season despite a reduction of 150,000,000 bushels in carryover stock, and will amount to 3,148,000,000 bushels compared with 3,113,000,000 bushels for 1943-44. The supply of oats is smaller at 1,377,000,000 bushels this season and 1,399,000,000 bushels a year ago. Barley supplies at 360,000,000 bushels stood 85,000,000 bushels less than last season. A record grain sorghum crop of 182,000,000 bushels is almost three times the 10-year average, 1933-42.

Hog Situation

Big hog receipts did not develop although there was a seasonal increase. Combined arrivals at 12 markets for the weeks ending Jan. 6 and Jan 13 totaled approximately 794,000, standing 570,000 short of the corresponding time last year. It was usually a sellers' market and complete clearance prevailed every day.

The hog-corn ratio is more satisfactory than a year ago. The percentage of sows going to the public markets is much below that of a year ago, and at Chicago for the week ending Jan. 6 this percent-

WESTERN RANGE CATTLE HISTORY BEING DOCUMENTED

Aided by a special five-year grant from the Rockefeller Foundation, the State Historical Society of Colorado recently started a comprehensive study of the western range cattle industry in Colorado, New Mexico, Wyoming and Montana from 1865 to 1895.

Aims of the project are: location, assembling and photographing of all existent documentary materials relative to the founding and development of the range cattle industry in that portion of the Rocky Mountain region embraced by the aforementioned states; the correlation of such materials and making them available to historians, economists and other investigators;

preparation of a history of the industry with emphasis on its economic and social aspects and its effect upon the settlement and development of the intermountain area from 1865 to 1895.

PRODUCER readers who may know of the whereabouts of any such material which might be helpful to the purposes of the project, or who possess any photographs or documents that might be useful, may assist in the collection of the desired data by sending such material to: Director, Western Range Cattle Industry Study, Room 306, State Museum of Colorado, Denver 2, Colo.

All documents loaned for copying will be promptly returned by registered mail.

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age was 4 as compared with 10 a year ago. There were only 100,442,000 pounds of lard and rendered pork fat in cold storage on Jan. 1 as compared with 161,791,000 pounds a year earlier, and 179,162,000 pounds for the five-year (1940-44) average.

Price changes were not very important and mid-January sales were on a par with those of a month earlier. Slight fluctuations were reported below the best weights but every day during the past month top barrows and gilts scored \$14.75 and good to choice sows sold at \$14. It was practically a two-price market. A recent announcement indicated that the support price of \$12.50 on 200- to 270-pound barrows and gilts was extended to Mar. 31, 1946, so that nothing good and choice and within that weight range can sell below that figure.

Sheep-Lamb Price Climb

Sheep and lamb prices continue their upward course without much resistance. Supply figures were not burdensome and receipts included many good to choice offerings although some feedlot operators to date have not sent anything to market. There was a vast difference in the grade of the lambs off of wheatfield but many of them had finish enough to sell at or near the top at various markets. Wheatfield lambs averaged much higher in grade than cattle marketed from such areas.

Early lambing is about completed in California and Arizona, and early lambs are making good progress. Winter feed conditions have been good in most areas although snow is in evidence in some of the western states. New grass has made a good growth in California the past month but old feed is only fair, while December rains improved the outlook for spring feed in Arizona.

There was an increase of 1½ per cent in the number of sheep and lambs on feed Jan. 1 as compared with a year earlier, according to a report by the Department of Agriculture. The estimated number was placed at 6,630,000 head against a revised estimate of 6,537,000 a year ago, and a 10-year (1932-41) average of 5,849,000.

The Corn Belt number of 4,108,000 is up 4 per cent from last year but down 220,000 head from two years ago. Otherwise the current number on feed is the largest on record. It is estimated that there were 900,000 in Kansas and most of these are on wheatfields. Decreases were reported for Ohio, Indiana, Minnesota, Iowa, Missouri and Nebraska, with no change for Illinois, South Dakota and Michigan, and an increase for Wisconsin.

Those on feed outside of the Corn Belt at 2,522,000 showed a decrease of 2 per cent. Colorado, Montana and Utah showed increases, and all other states reported decreased feeding. Colorado operations are up 15,000 head at 840,000 but otherwise were the smallest since 1927. The number in Montana is the

largest on record. Increases were reported in Texas and Oklahoma.

Mid-January slaughter lamb prices at Chicago were largely 40 to 60 cents higher than a month earlier but the market did not close at the high point. Fat ewes were mostly \$1 to \$1.50 higher. Both ewes and lambs were the highest in several months. Most of the good to choice lambs sold at \$15 to \$15.35 but some westerns and natives were reported at \$15.50 to \$15.60. Good to choice fall shorn offerings sold at \$14.10 to \$14.90. Good to choice yearling wethers made \$12.75 to \$13.60, some medium wheatfield offerings going at \$11.35, and Navajos down to \$10.75. Some yearling ewes made \$12.25 to \$12.35. Aged ewes topped at \$8, and many common to choice scored \$5.25 to \$7.75.

Feeder lamb demand was fairly good and prices were on the strong side, some markets reporting 25 to 75 cents advance from a month ago. Chicago reported any number of good to choice feeder lambs at \$12.50 to \$13.25, with a top of \$13.50. Some Montanas cleared at \$12.75. Shearing lambs went out at \$13.15.

A Tale of Cattle Feeding in Ia. and Ky.

By David I. Day

STARTED THE NEW YEAR IN Davenport, Ia., on the banks of the Mississippi. The river was covered with fairly thick ice and big boats with huge ice plows in front were breaking a channel for late boats on the upper river. One new tow-boat with 300-foot barges was bringing down 100,000 bushels of oats from St. Paul to Memphis. It was able to keep going only by the aid of the government's ice breaking boats.



David I. Day

We drove over to Tipton, a nice county-seat town of apparently about 3,000, a very nice short drive, considering the very severe

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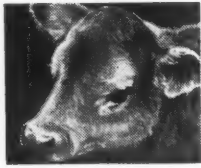
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WARTIME AGRICULTURE, 1940-44

	Percent Change 1940-44
Total output.....	+ 21
Foods output.....	+ 23
Acreage in crops.....	+ 5
Farm population.....	- 16
Farm employment.....	- 5
Use of commercial fertilizer.....	+ 45
Tractors on farms.....	+ 25
Crop yield per acre.....	+ 10
Output per worker.....	+ 28
Net realized income, farm operators.....	+170
Wage rates.....	+150
Mortgage debt.....	- 14
Land prices.....	+ 36

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Post-War Highway Plan

According to information released by the National Highway Users' Conference, the Federal Works Administration has announced apportionment of the first \$500,000,000 of the \$1,500,000,000 authorized by Congress for the road construction program of the federal government cooperation with the states. It is stated that \$400,000,000 of the \$500,000,000 will not be available until the President proclaims the end of the war emergency, or the Senate and House adopt a concurrent resolution authorizing the expenditure. The remaining \$100,000,000 may be appropriated immediately.

weather. The weather was hard on farm livestock of all sorts. I saw hogs at one point out on a farm pond licking the ice trying to get a little moisture. No matter how severe the weather, good farmers see that the animals are not hungry or thirsty. Farmers talked to said their cattle this winter had not netted them equal to those of last winter but they were better satisfied with hog prices received.

Naturally, some were a little bitter about the new live cattle ceiling prices and some even implied that the political pressure in the big, highly organized union cities in the East was the deciding factor. All out from Davenport, farmers said hay was scarce and bringing an excellent price but that corn was normal in supply, the frosts having held off last fall until late-planted corn matured. Cattle feeding seemed decidedly less impressive than was the case five years ago when I was over the same road.

Sleeping Better

One farmer who had 120 head of western Herefords on feed the winter of 1940 has almost empty feedlots now. There are a few nondescript cattle there that he picked up locally, two or three at a place. He said he was unable to out-guess the OPA and never knew when policy would shift, so he quit trying and is now sleeping better.

With some friends we left Tipton and were soon on U. S. 30 driving westerly practically to Cedar Rapids and then northward on Iowa 13 to Manchester in Delaware County, the county seat and a very swell little city of nearly 4,000 people. It is good country all the way up and particularly interesting to me, as I had never before traveled over State Road 13. However, I might add that never before in my recollections of eastern Iowa have I seen farmer morale any lower than it is this winter—labor scarcity, machinery growing old and much of it worn out, accusations of unfairness on the part of ration boards. To go into detail concerning all this rural unhappiness of the present would fill a book.

It was real old-time winter. The snow was a foot deep. A good many days in a row the weather had hovered around zero or a bit below. I met one man in Manchester who farmed 400 acres last summer with very little help. On the way up, I talked to six cattle feeders, and, while the stock looked good and most of them had plenty of feed comparatively, they all had the feeling that they were likely to come out the short end of the profit horn. So eastward to Dubuque, and on board a bus on the way to Chicago.

A week later I was in Louisville and made an auto trip down westward to Beaver Dam and up northward to Owensboro, talking to five farmers and feeders, three with information worth jotting down for my AMERICAN CATTLE PRODUCER readers.

It had been damp, murky weather

when we left the Falls City, and, remaining overnight at the farm of L. H. Jennings, we awoke to find the ground white with snow. It lacked the depth of the Iowa coating and the weather lacked the severity of that encountered in Davenport, but we knew it was overcoat weather, so damp the air. Mr. Jennings is a tenant farmer and has remained so by choice so he could use his capital for better livestock and better machinery.

Three Visits

Last fall, he bought some 36 Short-horn steers and about 25 Angus steers of fair quality, all weighing between 400 and 500 pounds. He is wintering the two lots together, using southern exposure sheds on two buildings. Instead of combining his wheat crop last summer he had it threshed, and the straw makes one of the biggest stacks I saw on the entire drive. This provides abundant bedding, and, with alfalfa and Lespedeza hay the steers made it fine without grain until on Christmas Day when they received a moderate noon-day feeding of shelled yellow corn. They will receive a daily corn feeding until April when they will go on oats pasture.

"During the oats pasture feeding, I will try to induce the animals to eat some legume hay," said Mr. Jennings. "From oats pasture to alfalfa pasture, then to bluegrass and back on alfalfa pasture. In August I will start feeding oats, barley and shelled yellow corn in equal amounts, some new hay, and will have cottonseed meal for them. I should have a little 'meal' for them now but I haven't had it. My plan is to pasture and hay-feed more and grain-feed less after I get rid of this bunch."

Some 16 miles from the Jennings' place I saw a bunch of whiteface feeders and stopped. The farm consisting of 310 acres is the property of George Haycraft, 84, but the management is in the hands of his son-in-law, a Mr. Bancroft. Mr. Bancroft had gone to town, so I talked with Mr. Haycraft a while. The cattle are all western heifers, wintered on mixed hay, stalk fields and some soybean hay, with corn silage in limited amounts. They will get a variety of pasture and be sold "as is" about the first of September. This farm plans raising more hogs and sheep and fewer cattle after this year.

I stopped briefly at the close of the day at the 80-acre farm of W. W. Maynard. He has a little herd of 15 Short-horn cows, milks some of them. He has 13 of their calves of last fall wintering with their dams, eating all sorts of hay. They have clover and grass pasture and will be fattened next fall on oats, corn, soybean meal and hay. The live cattle ceiling makes no difference in Mr. Maynard's plans. His little Shorthorn herd was just as much a part of his farm as the windmill on the hill. He said in 30 years the cattle had never failed to make him some clear money and he didn't think they would fail him now, ceiling or no ceiling.

AMERICAN CATTLE PRODUCER

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FEBRUARY—

1-3—Grazing fee hearing, Ely, Nev.
1-4—Tucson Livestock Show, Tucson, Ariz.
2-11—Houston Fat Stock Show, Houston, Tex.
7-8—Grazing fee hearing, Salt Lake City.
12-13—Grazing fee hearing, Boise, Ida.
16-17—Grazing fee hearing, Grand Junction, Colo.

MARCH—

9-18—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
26-27—New Mexico Cattle Growers' Assn. convention, Albuquerque.

*In view of the new convention-curtailment order, readers should check convention dates with the respective secretaries.

LIVESTOCK AT STOCKYARDS

(In thousands)		December		12-Mo. Total	
RECEIPTS—		1944	1943	1944	1943
Cattle	1,636	1,509	20,513	18,190	
Calves	575	463	7,289	5,694	
Hogs	3,365	4,603	44,511	41,077	
Sheep & Lambs	2,134	2,313	29,208	30,467	
STOCKER AND FEEDER SHIPMENTS—					
Cattle	294	272	3,752	4,227	
Calves	44	41	527	747	
Hogs	54	67	753	859	
Sheep & Lambs	250	220	4,282	5,040	
SLAUGHTERED UNDER FEDERAL INSPECTION—					
Cattle	1,275	1,201	13,960	11,727	
Calves	668	529	7,770	5,209	
Hogs	5,663	7,567	69,017	63,431	
Sheep & Lambs	1,934	2,258	21,876	23,363	

WHOLESALE DRESSED MEATS

	New York	New York
	Jan. 15, 1945	Jan. 14, 1944
Steer and Heifer—Ch.	\$21.50-22.50	\$21.50-22.25*
Steer and Heifer—Gd.	20.50-21.50	20.50-21.25*
Cow—Commercial	18.50-19.50	18.50-19.25
Veal—Choice	21.50-22.50	21.50-22.25
Veal—Good	20.50-21.50	20.50-21.25
Lamb—Choice	26.00-27.00	26.00-26.75
Lamb—Good	24.50-25.50	24.50-25.25
Ewe—Good	13.25-14.25	13.25-14.00
Ewe—Commercial	12.00-13.00	12.00-12.75
Pork Loin—8-12 lb.	25.25-26.25	25.25-26.00
*Steer		

CHICAGO LIVESTOCK PRICES

	Jan. 15, 1945	Jan. 18, 1944
Steers—Choice	\$16.00-17.50	\$15.50-17.00
Steers—Good	14.50-16.25	13.75-16.00
Steers—Medium	11.00-14.75	11.50-14.00
Vealers—Gd.-Ch.	14.50-15.50	13.50-15.00
Calves—Gd.-Ch.	11.75-13.00	10.50-12.00
F & S Strs.—Gd.-Ch.	11.50-13.25	11.25-12.75
F & S Strs.—Cm.-Md.	8.50-11.75	9.00-11.25
Hogs—(200-240 lbs.)	14.75 only	13.75 only
Lambs—Gd.-Ch.	15.25-15.45	15.50-15.85
Ewes—Gd.-Ch.	7.50- 8.00	7.50- 8.00

COLD STORAGE HOLDINGS

	(In thousands of pounds)	Jan. 1	Dec. 1	Jan. 1	Jan. 1
		1945	1944	1944	Av.
Frozen Beef	98,090	103,149	213,177	118,915	
Cured Beef	10,234	11,440	13,578	15,731	
Total Pork	1,073,205	318,055	514,247	519,778	
Lamb, Mutton	20,068	18,874	33,172	17,170	
Lard and Rend.					
Pork Fat	100,442	90,536	161,791	179,162	
Total Poultry	268,214	268,128	226,161	201,701	

SOME RECENT SALES

HEREFORD—	No.	Av.	Top
Turner Ranch, Okla.	50	\$3,508	\$25,500
Esser Ranch, Tex.	50	1,467	14,000
James M. Brook, Tex.	56	865	7,500
Elkhorn Valley, Neb.	109	178	450
Western Iowa Breeders	56	172	340
Madera Co. Breeders, Cal.	119	181	275

Biggest Cattle Year

The Denver Union Stock Yard Company's 59th annual report shows cattle receipts for 1944 the largest of any year shown—since 1900—amounting to 765,332 animals; calves received were 127,177, about 5,000 less than the peak year 1934. Hog receipts were also the highest in the period—1,050,912—but sheep were down—2,518,164 against 2,715,142 last year.

WOOL AND HIDE TRADE

By H. W. F.

Continued activity was reported in the trade on domestic wool. Demand was for nearly all classes, although the center of activity was on half blood offerings. Most of the better grown lots have either been sold or placed under option.

The 20th auction of stockpile wool was held in Boston Jan. 10, with 23,175,415 pounds offered, of which 10,982,610 pounds were sold. A total of 6,068,881 pounds of stockpile wools have been sold privately since the 19th auction.

Average weekly consumption of shorn and pulled apparel wools on a grease basis for September, 1944, was 18,316,000 pounds, comprising 6,201,000 pounds of domestic and 12,117,000 pounds of foreign. Total consumption of wool in 1944 through September was 752,784,000 pounds (233,170,000 pounds domestic and 519,614,000 foreign) against 821,302,000 pounds (359,650,000 pounds domestic and 461,652,000 pounds foreign) for the same period in 1943.

Additional restrictions were placed on the production of civilian cloth by the War Production Board, in order to increase the output of army needs. Seventy-five per cent of the output of trousers and 45 per cent of shirts were frozen for army orders for 90 days.

Sales of three-eighths fleece wools for use in blankets included Iowa offerings at 53.04 cents and Missouri at 55.12 cents, grease basis. Minnesota graded staple wool made 44.84 cents for fine, 47.15 cents for half blood, 52 cents for three-eighths and 50.88 cents for quarter blood.

Buyers for manufacturers previously using only foreign wools entered the market for half blood territory wools, showing most activity on Wyoming and Montana half blood offerings. Wyoming graded half blood made 44.08 to 47.20 cents, and Montana 43.29 and 48.38 cents.

Activity in mohair continued. It has been estimated that 1,250,000 pounds of the fall clip has been purchased since Jan. 1, at which time approximately 2,250,000 pounds remained unsold. Adult mohair in Texas sold at 55 to 56 cents, yearling at 63 to 65 cents and kid at 73 to 75 cents.

No features were reported in the hide market, practically everything selling at ceiling prices. Permits were reduced to conform with the lighter kill. Bull hide production was down more than that of other classes. In the country hide market the supply was fairly good, and demand favored light weights. Calfskin production was off sharply, and demand quickly absorbed everything available.

Subscriber Chester V. Clausen, AMM3/c, formerly of Cicero, Ill., and now on active naval duty, sends us a new address and says, "Thank you for sending me the PRODUCER without charge for the duration. . . . No cattle-man should be without it."

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Horses

Horse (breeding, schooling, training, sports), \$5; Thoroughbred (horse) Record, weekly, \$4; Rider & Driver (horses, sport, pleasure), \$3.50; Spokesman and Harness World (3 yrs., \$2), \$1; Eastern Breeder, \$2; Ranchman, \$1; Hoofs and Horns (rodeos), \$1.50.

Bees

Gleanings in Bee Culture, \$1; Beekeeper's Item, \$1; American Bee Journal, \$1.

Farming

The Country Book, \$1; Co-operative (farmers') Digest, \$2; Farmers Digest, \$2.

Pigeons

American Pigeon Journal (squab fancy), \$1.50; Pigeon News (fancy only), \$1.50.

Poultry

Northeastern Poultryman (2 yrs.), \$1; Cackle & Crow, \$1; Pacific Poultryman, 50c.

Rabbits

Small Stock (rabbits, cavies, exclusively), \$1; American Rabbit Journal, \$1; Rabbit News, m., \$1; California Rabbit, m., \$1; Intern. Comm. Rabbit Journal, m., (Angoras only) \$1.

Fruit

Better Fruit, \$1; Eastern Fruit Grower, \$1.

Other Specialties

The Soybean Digest, \$1.50; New Agriculture (sugar beets only), \$2; Small Commercial Animals and Fowls, 50c; Tailwagger (dogs), \$2.50; Modern Game Breeding (pheasants), \$3; Canary Journal, \$2; Canary World, \$1.25; Relics Mag. (hobbyists), \$1; Natl. Amat. Mineralogist, \$2; Dairy Farmer's Digest, \$1.

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ROUND THE RANGE

WESTERN LIVESTOCK AND RANGE REPORT

On Jan. 1, 1945, the livestock and range report for 17 western states declared range feed conditions to be generally good with livestock wintering in good condition generally and only seasonal shrinkage from storms and unfavorable weather. Except for California, cattle were not in so good condition as a year earlier in the Far West. Sheep were wintering well in general, with generally favorable feed conditions except in local areas.

Arizona. December rains improved spring feed outlook. Old feed only fair. Stock wintering in fair to good condition.

California. New grass generally made good growth in December. Some localities need more rain to keep feed coming. Stock good and thriving on new feed. Early lambs making fine progress.

Colorado. Grazing improved slightly. Open weather, except in northwest and eastern plains. Hay, grains and other roughage more plentiful than last year. Stock good.

Idaho. Winter grazing fairly good; some snow covering in east. Hay and grain adequate except in local areas. Stock good.

Kansas (western). Feed abundant. Although winter wheat dormant, fields open most of December. Cattle good. Little change expected in size of breeding herds.

Montana. Ranges mostly open and good range feed. Hay and feed generally ample. Stock generally wintering well.

Nebraska (western). Good feed on ranges but mostly snow covered in December. Large hay supply—adequate if winter feeding not too long. Feeding started early. Protein supply more favorable than last year. Cattle good.

Nevada. Range good, some covering in central sections, snow needed in south. Hay ample. Stock wintering well.

New Mexico. Grazing generally good except in local areas. Locally grown feeds generally ample. Stock very good.

North Dakota. Sufficient range, pasture feeds, hay and other feeds unless winter severe. Ranges and fields partly open, but considerable feeding in southwest. Stock generally good.

Oklahoma. Range, pasture feed fair to very good; some decline from rains and freezes. Hay and sorghum abundant except in local areas. Cattle good; some shrink. Little supplemental feeding. Stock and feed much better than year ago.

Oregon. Feed on ranges and pastures only fair—less than year ago and below average. December dry and windy. Moisture below normal. Stock wintering in fair to good condition.

South Dakota (western). Good feed on ranges; much of early snows gone. Hay and roughage sufficient in most areas. Stock generally good; some shrinkage.

Texas. Range, pasture feed well above average and year ago. Moisture favorable except in extreme south. Winter feeds and grass making slow growth. Wheat pastures damaged by freezing. Feeds mostly plentiful. Cattle good; some shrink, particularly on wheat pastures. Sheep good and winter losses light. Ample soil moisture and feed in most of sheep section.

Utah. Ranges fairly well supplied with feed but some very dry. Lack of snow covering in south, west-central and east restricted grazing on desert ranges. Hay ample except in local areas. Stock generally wintering well; losses light.

Washington. Range, pasture feeds fair; growth short due to dry summer and fall. Open grazing reduced supplemental feeding. Stock fairly good.

Wyoming. Ranges partly open, some crusted snow covering. Range feed fair to good, generally ample stock water. Considerable supplemental feeding in snow-covered areas. Stock in good condition; some shrink. Losses light.

Condition of cattle and range with comparison follows:

State	RANGES				CATTLE			
	Jan. 1945	Dec. 1944	Jan. 1944	0-Yr. Av. 1923-42	Jan. 1945	Dec. 1944	Jan. 1944	0-Yr. Av. 1923-42
N. D.	77	76	84	75/85	86	87	84	84
S. D. (W)	80	81	85	78/85	86	87	86	86
Mont.	86	87	87	83/89	90	89	82	82
Wyo.	80	81	80	81/84	86	86	88	88
Neb. (W)	86	88	84	82/88	88	87	88	88
Kan. (W)	82	84	73	71/87	89	79	80	80
Colo.	82	81	78	81/87	87	86	89	89
Okla.	79	83	64	71/83	86	74	80	80
Tex.	81	84	73	78/81	84	76	81	81
N. Mex.	83	86	78	80/86	87	81	84	84
Idaho	81	80	85	83/88	86	87	90	90
Wash.	74	76	81	83/84	82	86	87	87
Ore.	76	78	81	84/83	83	85	88	88
Utah	83	81	81	83/87	87	89	88	88
Nev.	85	84	86	86/85	85	93	90	90
Ariz.	79	80	79	81/82	83	82	84	84
Calif.	86	83	70	77/84	85	80	84	84
Av. Western Range States	81	83	77	79/84	86	81	85	85

(Weighted)
 Equivalent of reported conditions: 49 or below is very bad; 50-59, bad; 60-69, poor; 70-79, fair; 80-89, good; 90-99, very good; 100 and over is excellent, unusual.

FARM SCIENCE NOTES

Three states—Georgia, Nevada and the District of Columbia—reported a complete absence of tuberculin-test reactors among cattle for the year ended June 30, 1944, according to the Bureau of Animal Industry in summarizing progress in the campaign against bovine tuberculosis. Several other states affected nearly complete eradication. Though the areas mentioned represented a relatively small part of the United States, they served to support the belief of high veterinary officials that the disease can be entirely eliminated by continued testing and removal of reactors. Abundant medical and veterinary evidence has shown that the decline in tuberculosis among cattle during the past few decades has been accompanied by a marked reduction in the extent of human tuberculosis.

* * *

Despite wartime shortages of veterinary inspectors, the Bureau of Animal Industry reports the blood testing of 5,235,912 cattle for brucellosis during 1944—about 50,000 more than in the previous year. The testing disclosed 226,079 reactors, indicating the presence of the infection. This figure is larger than in any of the preceding five years. Ten added counties (over 1945), to a total of 592 counties in 21 states, were reported free from Bang's disease (brucellosis) up to Sept. 1, 1944.

Meat Consumption Increase

According to a Department of Agriculture release, civilians during 1944 ate meat at the annual rate of 140 to 145 pounds per capita; this was 15 to 20 pounds above the 1935-39 average.

AMERICAN CATTLE PRODUCERS

CATTLE			
	Dec. 1944	Jan. 1945	%-yr. Av. 1923-42
86	87	84	
86	87	86	
90	89	92	
86	86	88	
88	87	88	
89	79	87	
87	86	89	
86	74	80	
84	76	81	
87	81	84	
86	87	90	
82	86	87	
83	85	88	
87	89	88	
85	93	90	
83	82	84	
85	80	84	
86	81	85	

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Nevada and reported a tularemia test result. The year ended the Bureau summarizing against bovine states after eradication represented the United States the best results that the eliminated by removal of reservoirs and veterinarians that the disease cattle during has been a reduction in tuberculosis.

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BOOKSHELF NOTES

Woodbridge Metcalf, extension specialist in forestry, University of California, has brought out a new leaflet on the preserving of fence posts. Experiments have been conducted with pine, oak and eucalyptus posts, which are put in the ground and treated with an oil solution of the wood preservative, pentachlorophenol, as outlined in the booklet; copies may be obtained by writing to the author at the university, Berkley, Calif.

An informative little volume on livestock shipping facts has been issued by the Union Pacific Railroad; it lists all feeding points, various state regulations affecting movement of livestock into areas covered by that railroad and gives other valuable information. Copies may be obtained upon request from Earle G. Reed, general livestock agent, Union Pacific Railroad, Omaha, Neb.

The PRODUCER cover picture this month is of a Beechcraft plane coming in for a landing on the Pitchfork Ranch in Wyoming. (C. J. Belden copyright.)

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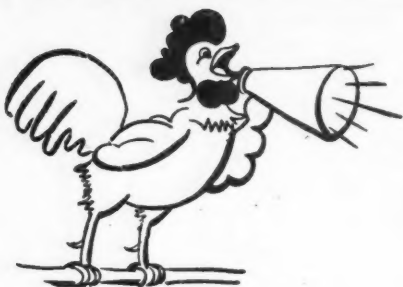
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Wouldn't you go for a well-stocked Nevada outfit, wherein you can still invest on the safe basis of \$50 per animal unit for the property fully equipped, and only another \$50 in the animal unit itself? Write fully as to size of outfit and desired location you want. **H. M. RICE**, Livestock Ranch Specialist, 580 Market St., San Francisco, Calif.

RANCHES WANTED

We have buyers for cattle country at all times—any state in the West, from 4 to 200 sections. Write us all about your ranch. **BOB MANUEL**, Ranch Land Agent, Colorado City, Texas (Known from Coast to Coast)

TRACTOR PARTS

Free 1945 Catalog. New, used tractor repairs for most all models. Quality guaranteed. Dependable service. Big values. Low prices. **Acme Tractor Salvage Company**, Lincoln, Nebraska.

QUILT PIECES

Bundle colorful quilt pieces, \$1.00 postpaid. Free surprise gift. 100 pieces 25c. **Otto Swanson**, 415-Z W. Lead, Albuquerque, N. M.

PACKERS' VOLUME UP, PROFITS SHOW DECREASE

Total sales of Armour and Company in 1944 reached \$1,477,970,945, an increase of \$61,412,145 over the previous year. Volume for 1943 was \$1,416,558,800. Net profit for 1944, however, was below that of the preceding fiscal year, standing at \$11,250,348 as against \$14,570,838.

The annual report of Cudahy Packing Co. and its subsidiaries for the fiscal year ended Oct. 28, 1944, disclosed that total tonnage reached its highest point in company history. Dollar sales were off \$9,228,000, and net earnings declined in the amount of \$241,393 from the previous year. Net earnings were \$3,190,061 as compared with \$3,431,454 for 1943.

Dollar sales of Wilson & Co., Inc., increased slightly over those of 1943, amounting to \$532,561,322 as against \$532,430,727 a year earlier. Net earnings, however, slipped from \$7,403,182 in 1943 to \$7,353,791 last year. In both instances, says the National Provisioner article which carried the company's report, the year-to-year change amounted to less than 1 per cent.

President John Holmes of Swift & Co., Chicago, announced in December that sales for his company scaled a new all-time high of \$1,573,992,504 for the fiscal year ended Oct. 28. He declared, however, that net earnings declined \$1,768,737 to \$15,662,635.

Seed Imports Matter of Concern

A shortage of domestic alfalfa seed, coupled with a wide differential in price between the Argentine and domestic kinds, has led to large importations of unadapted seed from the South American country. This has been disclosed by the seed production programs committee of the Department of Agriculture. It is further stated that experimental results have indicated Argentine alfalfa, when planted in the United States north of the 38th degree of latitude, may disastrously winter-kill depending upon the severity of the winter.

Farm Slaughtered Meat

Farm families who raise animals for their own use are not required to give up points for meat from these animals if home- or custom-slaughtered; they may also borrow and lend meat to each other without exchanging points. However, when rationed cuts of such meat are sold or given away, red points must be collected by the farmer and turned in to the local price and rationing board. Official tables of point values are available at these offices for all farmers who sell rationed meat. Smaller cuts are listed on the consumer table; large cuts or carcasses are listed on the trade point value table. Both tables are printed on the same sheet.

LETTERS TO THE EDITOR

(Continued from Page 6)

conditions and it is anticipated that heavy losses of stock will be occasioned on account of the shortage of fodder for feeding our stock caused by the withdrawal of such large numbers of men from our farming districts to serve in the fighting forces.—**JOHN B. CRAM-SIE**, Sydney, Australia.

(A recent news dispatch declares that drought in the southern and western areas of New South Wales, Australia, is reported to have killed 3,500,000 sheep last year.—**ED.**)

CATTLE FINE

Herewith please find my check for membership renewal. Conditions are excellent; range feed abundant and of good quality. Mild temperatures prevailing, with no snow or ice. Cattle in fine condition. In the January *PRODUCER*, page 12, you have a picture, "Conflict on Rio Grande Forest." It is a wonderful range picture and I would like to have a copy of the original for enlargement. Can you help me?—**W. P. SULLIVAN**, Chouteau County, Mont.

BLUE LICE

Blue lice are getting bad in this country. I'm sure we'll have to get everybody to treat their cattle to rid the herds of these lice. This is a matter which I think should be watched.—**A. C. HIRT**, Natrona County, Wyo.

COLD NOVEMBER

I like the *PRODUCER* very much and would not like to be without it. We had the coldest part of the winter in November.—**E. C. HENKEL**, Wallowa County, Ore.

CONSIDERABLE FEEDING

We have had considerable snow in the Rosebud of South Dakota and, as range has been covered, considerable hay has been fed. Some thin cattle are noticeable and quite a demand for concentrates with a short supply in sight.—**JOHN L. HARRISON**, Todd County, S. D.

STILL PAYS DUES

I quote from a paragraph of Robert's last letter: "Take care of my livestock association dues." I enclose a check to take care of this. Bob is overseas now, so send the magazine to this address.—**RUBE NEUHAUSER**, Haakon County, S. D.

GOOD WINTER

Enclosed is our check for membership in a great organization. . . . We are having a good winter over here. This is real country.—**THREE RIVERS RANCH**, Otero County, N. M.

THANK YOU

I enjoy your magazine very much although I don't live on a cattle ranch. It is "chuck full" of interesting and valuable information.—**K. MARIE CASE**, Rio Grande County, Colo.

AMERICAN CATTLE PRODUCER